



PR/096851 | Sales Manager / AVP – Private Credit Distribution

募集職種

人材紹介会社

ジェイエイシーリクルートメント シンガポール

求人ID

1584295

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2026年04月14日 08:00

応募必要条件

職務経験

6年以上

キャリアレベル

中途経験者レベル

英語レベル

ネイティブ

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Sales Manager / AVP – Private Credit Distribution

Location: Singapore (occasional regional/international travel)

Role Overview

A leading global investment platform is seeking an experienced Sales Manager to drive capital raising efforts for private credit strategies focused on U.S. residential real estate. The role involves originating, developing, and managing relationships across asset managers, IFAs, family offices, introducers, and qualified investors.

This position requires a commercially oriented professional with strong product fluency, excellent relationship management skills, and the ability to work seamlessly with cross-border teams in Asia and the U.S.

Key Responsibilities

Business Development & Distribution

- Develop and execute a distribution strategy to raise capital for U.S. residential real-estate-focused private credit funds.
- Identify, qualify, and manage a strong investor pipeline across asset managers, private banks, IFAs, introducers, and family offices.
- Conduct investor meetings, presentations, and due diligence sessions, demonstrating an in-depth understanding of product structure, strategy, risk, and positioning.
- Build long-term relationships with key stakeholders, including gatekeepers and investment committees.

End-to-End Deal & Process Management

- Lead the full investor journey from prospecting to investment completion, including materials delivery, due diligence coordination, subscription processes, and closing.
- Collaborate closely with internal teams across investment, IR, operations, legal/compliance, finance, and fund administration to ensure a smooth onboarding experience.
- Manage relationships with intermediaries/introducers, ensuring effective engagement and performance.

Investor Relations & Ongoing Coverage

- Act as a primary contact point post-investment, ensuring timely updates and strong relationship management.
- Support investor reporting, periodic updates, and ad-hoc information requests with internal team coordination.
- Capture market insights and investor feedback to enhance messaging and distribution strategy.

Governance, Compliance & Controls

- Ensure all fundraising and distribution activities comply with relevant regulatory requirements and internal guidelines.
- Maintain strong CRM discipline including pipeline tracking, meeting notes, forecasting, and documentation.

Internal Collaboration & Leadership

- Provide regular fundraising forecasts and progress updates to management.
- Contribute to the development of pitch materials, sales collateral, and FAQs in collaboration with investment and marketing teams.
- Represent the firm at industry events, conferences, and investor forums.

Candidate Requirements

Experience

- 6–10+ years' experience in fund distribution, institutional sales, or capital raising—ideally within private credit, private markets, or real-estate credit.
- Proven track record of building pipelines and securing allocations across asset managers, private banks, IFAs, family offices, and institutional channels.
- Strong understanding of private fund structures, onboarding processes, and subscription documentation (e.g., feeder funds, SPVs, KYC).
- Exposure to U.S. residential or real-estate credit themes is a plus.

Skills & Competencies

- Exceptional communication and presentation skills, with confidence engaging senior investment professionals and sophisticated investors.
- Highly commercial, persistent, and organized; able to manage long sales cycles and multiple stakeholders.
- Strong cross-functional and cross-regional coordination abilities.
- High level of integrity, professionalism, and a client-first mindset.

Other Requirements

- Willingness to travel as required.
- Proficiency with CRM platforms and disciplined pipeline management.

#LI-JACSG

#countrysingapore

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会社説明