



PR/095755 | FI Relationship Management Director

#### 募集職種

##### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

##### 求人ID

1586532

##### 業種

銀行・信託銀行・信用金庫

##### 雇用形態

正社員

##### 勤務地

ベトナム

##### 給与

経験考慮の上、応相談

##### 更新日

2026年04月14日 10:31

#### 応募必要条件

##### 職務経験

10年以上

##### キャリアレベル

中途経験者レベル

##### 英語レベル

ビジネス会話レベル

##### 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

##### Company and Job Overview

JAC's client, a Vietnam's leading private bank, is seeking for an FI Relationship Management Director position.

Location: Ho Chi Minh City

##### Job Responsibilities

This role is responsible for managing business activities with Financial Institution clients, including:

- Building strong relationships and enhancing the bank's position with Financial Institution clients (Non-Banks) by providing tailored and effective financial solutions.
- Collaborating with business units and the CIBG Division to develop and refine internal processes, as well as design new product structures.
- Managing and optimizing credit limits in compliance with the Bank's regulations.
- Driving team performance to ensure business objectives are achieved within each period.

- Key Accountabilities (1):
  - Develop FI customer network according to the bank's overall strategy.
  - Implement financial solutions to ensure portfolio growth, including risk management, to achieve optimal business efficiency.
  - Point of contact for customer transactions regarding financial products and solutions.
  - Develop and execute short-term and long-term business plans for assigned customer segments, ensuring alignment with the bank's strategic objectives and driving sustainable growth.
- Key Accountabilities (2):
  - Point of contact for customer transactions regarding financial products and solutions.
  - Contribute to developing market and new product initiatives.
  - Increase wallet share with Financial Institution customers (FI/NBFI).
  - Develop and manage customer portfolio limits.
  - Manage financial performance and profitability for NBFI customer segments.
  - Manage customer risk.
  - Collaborate with internal functions to identify and assess customer risk.
  - Ensure effective monitoring and control of debt quality across the entire assigned customer portfolio.
  - Update the ACP in cases where customers have changes in business plans that may impact annual exploitation plans.

- Key Accountabilities (3):

Capability Development:

- Participate in developing training programs to enhance Functional Competencies; organize sessions to share knowledge and career trends in the region and worldwide.
- Develop personal career development plans.

Corporate Culture:

- Understand and apply organizational values, culture, and behavioral standards in accordance with banking regulations.
- Perform other tasks as assigned by LM.

### Job Requirements

- Final-year students or fresh graduates holding a Bachelor's degree or higher, preferably in Bachelor's degree or above in Finance, Banking, Economics, or equivalent.
- Minimum 15 years of experience in financial services, banking, with expertise in FI/NBFI relationship management.
- Specialized knowledge of banking products, financial markets, and capital markets.
- English proficiency as per banking standards.

Interested applicants, click APPLY NOW  
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