



PR/094739 | [Trade Finance] Vice President / Director

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1599115

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07月12日 05:00

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

流暢

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

Location

Hanoi

Company and Job Overview

Our client is a foreign bank

Job Responsibilities

- Transaction Banking Sales and Promotion primarily Trade Finance.
- Plan Transaction Banking Sales Strategy for Hanoi Branch and lead RM team to execute the strategy. Report to Head of GTBD Vietnam, GTBD APAC and Vietnam Branch Management on the progress of the strategy.
- Support Hanoi Branch and Ho Chi Minh City Branch to grow Transaction Banking Business and achieve the Transaction Banking KPIs (Profit Target, Corporate Mission, etc.)
- Support Transaction Banking Sales activity for RMs by preparing presentation materials, structuring solutions, visiting

customers, RM Training, etc.

- Support Hanoi Branch to enhance its Transaction Banking capabilities by proposing and coordinating with Branch Divisions (IT/Operation, etc.) to implement new products.
- Coordinate within GTBD offices to capture cross border transaction banking business, implement regional/global products in Hanoi Branch.
- Reporting to Head of GTBD Vietnam. GTBD Vietnam is reporting to GTBD Asia Pacific Regional Office in Singapore. Dotted reporting to Vietnam Branch management.
- Performance Evaluation will be made by Head of GTBD APAC reflecting opinion from Vietnam Branch management and Head of GTBD Vietnam.

Job Requirements

- Bachelor or above.
- More than 6-year experience (at foreign banks as an advantage) in transaction banking sales (Trade Finance strong background is mandatory, cash management experience is competitive advantage etc.).
- Strong negotiation, communication and presentation skills;
- Transaction Banking Product Knowledge (cash management, trade finance, etc.)
- Fluent in both spoken & written English, Vietnamese
- Dynamic, teamwork, creative, aggressive, responsible, patient, hard-working and result oriented person;
- Ability to work under high pressure.
- Microsoft (Word/Excel/Power point)

Job Details

Competitive salary and benefits package

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会社説明