



PR/097193 | Head of Sales - Asean

#### 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

1599664

#### 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06月26日 11:50

#### 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

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

#### OVERVIEW

Our client is a brokerage firm that engages in brokerage services, private wealth management, investment management and financial research.

#### Summary

We are seeking an experienced and strategic leader to join us as Head of Sales - ASEAN. This position reports directly to the Institutional Management Committee and is responsible for managing regional sales teams across Singapore, Malaysia, Thailand, and Indonesia. The ideal candidate will possess comprehensive knowledge of major global markets, with particular expertise in the United States, China, and ASEAN. While average knowledge of ASEAN markets is acceptable, a strong dedication to continuous learning and market development is imperative. A profound understanding of the buy side client community in ASEAN, including institutional investors and institutionalised family offices, is an absolute requirement for this role.

**Key Responsibilities**

- Client Coverage: Regularly engage with ASEAN clients to understand their needs and improve service delivery.
- Research Feedback: Provide clear, constructive input to enhance research relevance.
- Business Development: Build corporate relationships to potentially generate new business opportunities.
- Event Management: Take the lead in coordinating roadshows and Equity Capital Markets initiatives involving institutional sales clients.
- Hong Kong/China Market Champion: Ideally act as the principal expert on the Hong Kong and China markets to support ASEAN clients, provided the candidate has the relevant expertise.

**Requirements**

- Bachelor's degree in Finance, Economics, Business, or a related field.
- CMFAS certification, including RES 1A, RES 2A, RES 5, CM-SIP, CM-EIP are preferred.

We regret to inform that only shortlisted candidates will be notified. Appreciate your understanding.

EA: JAC Recruitment Pte. Ltd.  
EA Licence: 90C3026  
EA Reg No. R1879356  
EA Personnel Name: Tan Deshun

#LI-JACSG

#countrysingapore

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会社説明