



PR/118581 | German-Speaking Corporate Banking Relationship Manager – FX Solutions (Amsterdam)

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イギリス

求人ID

1599840

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

オランダ

給与

経験考慮の上、応相談

更新日

2026年06月26日 12:00

応募必要条件

職務経験

3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

German-Speaking Corporate Banking Relationship Manager – FX Solutions (Amsterdam)

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Overview of the Role

Our client, a leading Japanese bank, is seeking candidates for a Corporate Banking Relationship Manager – FX Solutions (Amsterdam).

This is not an FX Market Dealer role.
Any previous FX trading experience is not required.

Native-level proficiency in German is required.

You will work in Amsterdam.

This role involves analysing clients' financial statements, understanding their business models, and proposing tailored FX hedging and forward strategies that align with their specific risk profiles.

This role focuses on identifying corporate clients' foreign exchange (FX) risk exposures and proposing optimal FX solutions (such as hedging strategies), with the aim of originating FX business for the bank.

Analytical Approach

1. Financial Analysis

The Relationship Manager is expected to review and interpret financial statements, focusing on:

- Revenue currency composition (USD, EUR, JPY, etc.)
- Cost structure by currency
- Presence of overseas subsidiaries
- Impact of FX gains and losses

???? The objective is to identify the true nature of the client's FX risk exposure.

2. Business Understanding

In addition to financials, the RM must develop a deep understanding of the client's business:

- Is the company export-driven or domestically focused?
- Where are raw materials sourced from?
- Which currencies are used in transactions?

Example Case Study

Scenario: Japanese Exporter Selling in Europe

Client Situation:

- Revenue: EUR
- Costs: JPY
- Key issue: Profit declines when the euro weakens

Role of the Relationship Manager

1. Identify the Issue

???? "Profitability is volatile due to EUR/JPY fluctuations."

2. Propose Solutions, such as:

- FX forwards
- Options
- Structured or periodic hedging strategies

3. Originate Business

???? "Would you consider executing your FX transactions through our bank?"

Example Proposals

- "Would you like to lock in your EUR exchange rate for the next six months?"
- "We can offer option-based strategies that provide downside protection while allowing upside participation."

Candidate Profile

Essential Requirements

- Corporate banking experience
- Strong financial analysis capabilities
- Ability to communicate with senior finance executives

Summary

This role is a consultative, client-facing position that involves:

Financial analysis
Problem identification
Solution structuring
Relationship building
Revenue generation

In essence, it is a solution-oriented advisory and sales role within corporate banking.

This role involves regular travel across European branches and clients

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Thank you for your interest in this vacancy. Please note that only candidates selected for further consideration will be contacted. Thank you for your understanding.

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会社説明