



PR/087478 | Japanese Bilingual Cash Management Sales

募集職種

人材紹介会社

JAC Recruitment USA

求人ID

1603031

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

アメリカ合衆国

給与

経験考慮の上、応相談

更新日

2026年09月01日 04:00

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

流暢

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

POSITION SUMMARY

In this position, you will drive the growth of a global transaction banking business by developing new business opportunities and expanding relationships with existing corporate clients while delivering cash management and foreign exchange solutions.

RESPONSIBILITIES

- Develop and execute sales plans to achieve revenue targets and key performance indicators
- Originate and manage new and existing client relationships
- Identify domestic, cross-border, and global transaction banking opportunities

- Promote cash management and foreign exchange solutions to corporate clients
- Prepare client presentations and proposal materials
- Research regulatory and tax developments affecting treasury and cash management activities
- Support internal approval and documentation processes
- Coordinate closely with implementation and service teams
- Partner with relationship managers across multiple regions
- Develop account plans to increase wallet share and client engagement

QUALIFICATIONS

- 3–5 years of transaction banking experience
- Business-level Japanese and English communication skills
- Spanish language skills preferred
- Knowledge of treasury management products
- Understanding of working capital solutions and corporate treasury practices
- Knowledge of advisory services and credit products
- Understanding of regulatory policies and procedures
- Proven success in achieving new business and recurring revenue targets
- Ability to coordinate projects across regions and departments
- Ability to travel up to 50%
- Proficiency in Microsoft Office including Excel, PowerPoint, and Word

LOCATION New York, NY

WORK TYPE Hybrid (4 times a week in the office)

SALARY USD100,000-125,000

BENEFITS Medical, dental, vision, 401K and others

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会社説明