

PR/097640 | Head of Institutional Sales, APAC

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
1612889

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11月10日 19:00

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 Overview

Our client, a well-established Asset Management firm, is seeking an experienced Head of Institutional Sales to lead and expand its institutional business across the APAC region. This strategic hire will be responsible for driving client acquisition, strengthening institutional partnerships, and increasing the firm's presence among key investors across APAC, with a particular focus on Singapore, Australia, Japan, and Korea. The role offers the opportunity to work closely with senior stakeholders, represent the firm's investment capabilities, and play a pivotal role in executing regional growth initiatives.

Key Responsibilities

- Develop and execute institutional business development strategies across the APAC region, with a focus on Singapore, Australia, Japan, Korea and/or the broader APAC region

- Build, maintain, and deepen relationships with institutional investors, including sovereign wealth funds, pension funds, insurance companies, endowments, foundations, family offices, and other asset allocators.
- Leverage existing networks and industry relationships to identify and originate new business opportunities.
- Partner closely with investment, product, and marketing teams to deliver compelling, client-focused solutions and presentations.
- Represent the firm in final presentations, due diligence meetings, industry events, and business development initiatives.
- Contribute to the development of regional sales strategies and support the firm's long-term growth objectives across APAC.

Qualifications & Experience

- Bachelor's degree in Finance, Economics, Business, or a related discipline.
- Minimum 10 years of experience in institutional sales, business development, or client coverage within asset management, investment management, or related financial services.
- Strong preference for candidates with established institutional investor networks across APAC, particularly in Singapore, Australia, Japan, and/or Korea.
- Proven track record of raising assets, winning mandates, and developing long-term relationships with institutional clients.
- Demonstrated ability to engage directly with institutional investors' investment decision-makers, including CIOs, portfolio managers, investment committees, and senior investment professionals.
- Experience leading and participating in final-stage investment presentations, due diligence processes, and mandate pitches.
- Strong understanding of institutional investment products and capital markets.
- Fluency in English and Chinese is preferred to effectively engage regional clients and collaborate with headquarters.
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We regret to inform that only shortlisted candidates will be notified.

We appreciate your understanding.

EA: JAC Recruitment Pte. Ltd.

EA Licence: 90C3026

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会社説明