



Morgan
McKinley

【日系グローバル銀行】アムステルダム勤務 | 日系企業向け法人営業

アムステルダムを拠点に、日本企業の欧州ビジネスを支える。

募集職種

人材紹介会社

モーガン・マッキンリー

求人ID

1618813

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, Amsterdam

給与

経験考慮の上、応相談

更新日

2026年10月21日 21:43

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

ビジネス会話レベル

日本語レベル

ネイティブレベル

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

アムステルダムを拠点に、日本企業の欧州ビジネスを支える。

欧州各国の日系企業を担当するトランザクションバンキングの法人営業ポジションです。決済・資金管理・流動性管理ソリューションの提案を通じて、国際的な銀行業務のキャリアを築けます。

主な職務内容

- ・ 欧州の日系企業向けに、Cash & Liquidity Managementビジネスの開拓・拡大を推進
- ・ 既存顧客との関係強化および新規顧客の開拓
- ・ 顧客の財務・資金管理ニーズを把握し、決済・入金管理・預金・流動性管理ソリューションを提案
- ・ 資金集中管理、Notional Pooling、デジタルバンキングソリューションの組成・提案
- ・ 顧客向け提案、財務レビュー、RFP（提案依頼書）対応を主導し、新規案件を獲得
- ・ RM、プロダクト、導入支援チームと連携し、案件の組成から実行までを推進

- 担当顧客ポートフォリオにおける預金残高、キャッシュマネジメント収益、手数料収入、取引量の拡大

Join a leading international bank as a **Transaction Banking Sales professional**, based in Amsterdam and responsible for developing Cash & Liquidity Management business with Japanese corporate clients across Europe.

This role offers an opportunity to build an international banking career while supporting Japanese multinational companies with their European treasury and cash management requirements.

You will originate new business, deepen existing client relationships and deliver tailored **cash management, payment, collection, deposit and liquidity solutions**. Working closely with Relationship Managers, product specialists and implementation teams, you will help corporate treasury clients optimise their financial operations across international markets.

This is an excellent opportunity for an experienced **Corporate Banking or Transaction Banking professional** with Japanese corporate coverage experience to expand their expertise in **EMEA cash management, treasury services and cross-border liquidity solutions**.

Key Responsibilities

- Originate and develop **Cash & Liquidity Management business** with Japanese corporate clients operating across Europe.
- Strengthen existing client relationships while identifying and acquiring new corporate customers through proactive business development.
- Understand corporate treasury requirements and propose tailored **payments, collections, deposits and liquidity management solutions**.
- Structure and present **cash concentration, notional pooling and digital banking solutions** to corporate treasury teams.
- Lead client presentations, treasury reviews and **Request for Proposal (RFP)** processes to secure new transaction banking mandates.
- Collaborate with Relationship Managers, product specialists and implementation teams to deliver solutions from origination through execution.
- Develop account strategies to increase wallet share and strengthen long-term relationships with Japanese multinational clients.
- Drive growth in **corporate deposits, cash management revenue, fee income and transaction volumes** across the client portfolio.
- Coordinate with internal stakeholders across international markets to ensure effective delivery of client solutions.
- Monitor client needs and identify opportunities to expand transaction banking services across the European corporate portfolio.

スキル・資格

必須条件 経験・資格：

- Corporate Banking、Transaction Banking、Cash Management、Treasury Servicesのいずれかの経験（6～7年目安）
- 日系企業の担当経験（海外展開する多国籍企業の担当経験があれば尚可）
- 新規ビジネスの開拓、顧客関係の構築、営業目標の達成実績
- 企業の財務・資金管理、決済、入金管理、預金、流動性管理に関する知識
- 海外市場において、RM、プロダクト専門チーム、導入支援チームと連携した経験

ソフトスキル：

- 顧客に財務・資金管理ソリューションを分かりやすく伝えるコミュニケーション・プレゼンテーション能力
- 新規ビジネスの機会を自ら見つけ、積極的に行動できる営業マインド
- 顧客および社内関係者との交渉力・関係構築力
- 国・地域や文化の異なるチームと協働できる能力

語学力：

- 日本語：ネイティブレベル（日系法人顧客との折衝・関係構築に使用）
- 英語：ビジネスレベル（国際的な銀行業務および社内外の関係者とのコミュニケーションに使用）

歓迎条件

- 日系メガバンクの海外拠点での勤務経験、特にEMEA地域の日系企業担当経験
- 東京の外資系銀行における法人RMまたはTransaction Banking Salesの経験
- 欧州のキャッシュマネジメント、クロスボーダーの流動性管理、デジタル・トレジャリーソリューションに関する知識

採用企業について

欧州に強固なネットワークを持ち、日系企業や多国籍企業向けに法人金融・財務ソリューションを提供する大手国際銀行です。

この求人がおすすめの理由

- 欧州の主要金融都市、アムステルダムで働く
- 欧州各国の日系企業を担当
- 国際的なビジネス経験を積める
- トランザクションバンキングの専門性を高められる

- 研修制度を通じて専門知識を習得できる
- 在宅勤務可・フレックスタイム制あり
- 年次有給休暇が充実、年金制度あり

詳細はお問い合わせください。

Required Skills and Qualifications **Experience:**

- At least **6-7 years of professional experience in Corporate Banking, Transaction Banking, Cash Management or Treasury Services.**
- Experience covering **Japanese corporate clients**, preferably multinational companies with international operations.
- Proven track record of originating new business, developing corporate client relationships and achieving commercial targets.
- Working knowledge of **corporate treasury requirements, payments, collections, deposits and liquidity management.**
- Experience coordinating with Relationship Managers, product specialists and implementation teams across international markets.
- Experience presenting banking solutions and managing commercial discussions with corporate treasury stakeholders.

Soft Skills:

- Strong communication and presentation skills, with the ability to explain complex treasury and cash management solutions clearly.
- Proactive commercial mindset with the initiative to identify and pursue new business opportunities.
- Effective negotiation and relationship-building skills when engaging corporate clients and internal stakeholders.
- Collaborative approach to working across international teams, countries and cultures.
- Strong organisational and time-management skills, with the ability to manage competing priorities and deadlines.
- Customer-focused approach with the ability to understand corporate needs and develop appropriate financial solutions.

Language Requirements:

- **Japanese:** Native level for Japanese corporate client coverage.
- **English:** Business level for international banking and stakeholder communication.

Preferred Skills & Qualifications

- Experience working for a **Japanese megabank overseas**, particularly covering Japanese corporate clients across EMEA.
- Experience with a global bank in Tokyo in **Corporate Relationship Management or Transaction Banking Sales**.
- Familiarity with **European cash management and cross-border liquidity structures**.
- Knowledge of cash concentration, notional pooling and international treasury solutions.
- Experience providing **digital banking and treasury solutions** to multinational corporate clients.
- Established experience working with Japanese corporate treasury teams operating across European markets.

About the Company

Our client is a **leading international bank** with an established European banking network, providing corporate banking and treasury solutions to Japanese and multinational companies.

The organisation supports corporate clients with international banking services, including **transaction banking, cash management, payments and liquidity solutions.**

With a strong international presence and a collaborative banking environment, the company offers opportunities for professionals to develop specialist expertise while working with Japanese corporate clients across Europe.

Why You'll Love Working Here

- Build your **international banking career in Amsterdam**, one of Europe's major financial centres.
- Manage relationships with **Japanese multinational companies across Europe**, gaining valuable EMEA market exposure.
- Develop specialist expertise in **Transaction Banking, Cash Management and Corporate Treasury Solutions**.
- Work with an established international bank and collaborate with experienced banking professionals across multiple countries.
- Take ownership of business development opportunities and contribute directly to client portfolio and revenue growth.
- Benefit from **flexible working arrangements**, including remote and work-from-home options.
- Enjoy **flex-time options** and a workplace that supports casual clothing.
- Access professional training and development opportunities to strengthen your treasury and transaction banking expertise.
- Benefit from **generous annual leave and pension benefits**.
- Receive a competitive compensation package within an international banking environment.

Don't Miss Out - Apply Now!

会社説明

Morgan McKinleyは国際的な人材コンサルティング会社として、さまざまな業界・分野をリードする採用企業様と、スペシャリストとしてのスキルを有する人材とを結びつけるお手伝いをしています。1988年の創立以来、Morgan McKinleyの名は、「卓越した質のサービス」「市場知識の豊富さ」「No.1企業であり続けようとする強い意志」、そして何よりも「実績」を体現する会社として知られています。

リクルーティング スペシャリストである弊社コンサルタントまでお気軽にお問い合わせください。