



## Head of Corporate Department @International Bank

### Job Information

**Recruiter**

SPOTTED K.K.

**Job ID**

1458537

**Industry**

Bank, Trust Bank

**Job Type**

Permanent Full-time

**Location**

Tokyo - 23 Wards

**Salary**

8 million yen ~ 14 million yen

**Refreshed**

October 2nd, 2024 03:00

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Executive

**Minimum English Level**

Fluent

**Minimum Japanese Level**

Fluent

**Minimum Education Level**

Bachelor's Degree

**Visa Status**

Permission to work in Japan required

### Job Description

Are you a leader with a proven track record in trade finance and corporate sales? Do you thrive on fostering international relationships and driving business growth across diverse markets? We invite you to embark on an enriching journey as the Corporate Head at this esteemed financial institution.

My client is a foreign bank with an international presence in over 20 countries and is currently looking for a Head of the Corporate Department to drive their business in Japan and consolidate and create relationships abroad.

This is an exceptionally international and dynamic work environment with a vibrant and flexible culture. This role allows for hybrid work and the salary is highly competitive.

Be a part of a forward-looking institution that values innovation, international collaboration, and unwavering excellence.

#### Job Functions/Responsibilities.

**Management of Corporate Sales Team**

Create, execute, and follow up the plan, based upon target from Management Committee, to overcome the target

Responsible for establishing mutual relationship between the Japanese entity and foreign entities  
Cultivate and initiates Business from Asia  
Expands sales in both existing clients and new client by actively introducing products  
Have sense of mutual back-up among Team members

#### Qualifications/Experience Required

Over 10 years of experience in trade finance of financial institutions  
Experience in credit analysis related to credit screening of listed and unlisted companies  
Experience in legal affairs such as contracts related to trade finance etc.,  
Experience in roller strategy sales for mid-sized companies including unlisted companies, small and medium-sized companies, etc.,  
Business experience in trade finance in Japan and Asia  
Experience in Management in a Bank for both domestic and foreign company  
Excellent oral and written communication skills in both Japanese and English  
Well-developed negotiation skills  
Cultivate and establish new business structure as well as products which meets requirements  
Strong cooperativeness and customer focus  
Having foreign market knowledge

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#### Company Description