



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

January 8th, 2025 05:00

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

Company Description