



法人営業部 リレーションシップマネージャー／Corporate Business Department

ブラジル銀行東京支店＊銀行出身者優遇＊公用語英語

## Job Information

### Hiring Company

Brasil Bank Tokyo Branch

### Job ID

1499464

### Division

法人営業部

### Industry

Bank, Trust Bank

### Job Type

Permanent Full-time

### Location

Tokyo - 23 Wards, Chiyoda-ku

### Salary

Negotiable, based on experience

### Salary Bonuses

Bonuses paid on top of indicated salary.

### Work Hours

8 : 45～17 : 15 (7.5時間勤務)

### Holidays

週休2日制 ー 土曜日、日曜日、祝日（日本の祝日に沿う）

### Refreshed

January 2nd, 2025 15:00

## General Requirements

### Minimum Experience Level

Over 10 years

### Career Level

Mid Career

### Minimum English Level

Business Level (Amount Used: English usage about 50%)

### Minimum Japanese Level

Native

### Minimum Education Level

Bachelor's Degree

### Visa Status

Permission to work in Japan required

## Job Description

**Report to:** Head of Corporate Department

### 1. Job Functions/Responsibilities.

- Support to Corporate Dept Manager and team 法人部門のマネージャーおよびチームをサポート
- Good relationship with clients both local / overseas 国内外の顧客との良好な関係を維持
- Create, execute, and follow up the plan, based upon target from Management Committee, to overcome the target 経営委員会からの目標に基づき、計画を立て、実行し、フォローアップして目標を達成
- Responsible for establishing mutual relationship between BB in Brazil and BB Tokyo ブラジルのBBと東京のBB間の相互関係の確立に責任を持つ
- Cultivate and initiates Business from Asia アジアからのビジネスを開拓・促進
- Expands sales in both existing clients and new clients by actively introducing products 既存顧客および新規顧客に対し、積極的に商品を紹介し、販売を拡大
- Have sense of mutual back-up among Team members チームメンバー間で相互サポートの意識を持つ

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## Required Skills

### Qualifications/Experience Required

- Over 10 years of experience in trade finance of financial institutions 金融機関における貿易金融での10年以上の経験
- Experience in credit analysis related to credit screening of listed and unlisted companies 上場企業および非上場企業の信用審査に関連する信用分析の経験
- Experience in legal affairs such as contracts related to trade finance etc., 貿易金融に関連する契約などの法務経験
- Experience in roller strategy sales for mid-sized companies including unlisted companies, small and medium-sized companies, etc., 非上場企業や中小企業を含む中規模企業向けのローラー戦略販売の経験
- Business experience in trade finance in Japan and Asia 日本およびアジアにおける貿易金融の業務経験
- Experience in Management in a Bank for both domestic and foreign company 国内外の企業を対象とした銀行での管理職経験
- Excellent oral and written communication skills in both Japanese and English 日本語と英語の両方での優れた口頭および書面でのコミュニケーションスキル
- Well-developed negotiation skills 高度な交渉スキル
- Cultivate and establish new business structure as well as products which meets Banco do Brazil requirement パンコ・ド・ブラジルの要件を満たす新しいビジネス構造や製品の開拓と確立
- Strong cooperativeness and customer focus 強い協調性と顧客志向
- Preferable for having Brazilian Market knowledge ブラジル市場の知識があれば尚可

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## Company Description