



JAC Recruitment

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Vietnam



PR/094244 | Senior Relationship Manager (FDI) Chinese Speaking

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1505286

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:34

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

COMPANY OVERVIEW

JAC's client - A top Local Bank is looking for a Senior Relationship Manager (FDI) Chinese Speaking at HCM city, Vietnam.

Location: Ho Chi Minh, Binh Duong, Dong Nai

Open for Expat Candidate

JOB RESPONSIBILITIES

Must be fluent in Chinese for effective communication with Chinese-speaking clients and colleagues in the banking sector

- Evaluate potential, make plans to approach large company customers, and expand and develop customer relationships.
- Directly market and advise on products and services that meet consumer needs. Identify and meet the demands of existing and new customers in order to increase sales and cross-sell products.
- Work with necessary professional divisions to evaluate short, medium, and long-term loans, as well as project investments, for large corporate customers.
- Provide products and product bundles that meet the needs of major corporate customers in order to enhance market share and profitability.
- Customer service, including maintaining and establishing connections with large corporate customers to increase the volume of customer transactions with the bank.

- Maximize partnership partnerships (seller supply and buyer customers) inside the Customer's company activities.
- Search for investment opportunities in corporate bonds and support the Capital's Investment Banking Department.

JOB REQUIREMENT

- Proficient in writing and speaking foreign languages: Chinese
- At least 5 years of experience in credit management, financial analysis, etc.
- Effective writing, speaking, and presentation skills.
- Ability to manage customer relationships and grow a business.
- Ability to analyze and solve problems.
- Understanding of current bank credit trends.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

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Company Description