



【Senior Relationship Manager】 International Bank

Job Information

Recruiter

SPOTTED K.K.

Job ID

1507766

Industry

Other (Banking and Financial Services)

Company Type

Small/Medium Company (300 employees or less) - International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

6 million yen ~ Negotiable, based on experience

Refreshed

January 29th, 2025 05:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Our client is an international bank that has been in Japan for decades and is looking to expand its operations. The Head of Corporate Sales will work as part of a team 5 people and report directly to the Head of the Corporate Department.

Job Functions/Responsibilities:

- Forge and sustain strong connections with clients on both local and global levels.
- Independently initiate and implement business strategies and plans to achieve objectives set by the Management Committee.
- Maintain effective relationships with the head office and other branches.
- Identify and secure new business prospects from clients within Japan and the APAC region.
- Foster a collaborative and team-oriented work environment.
- Assist the Corporate Department Manager and team members as needed.
- Strengthen and enhance relationships with customers, major suppliers, and partners.
- Evaluate company practices to ensure clients receive optimal service in their interactions.
- Spot potential opportunities and notify the sales team for follow-up actions.

- Educate clients on the company's offerings, services, and special promotions.
- Address client issues and resolve complaints swiftly.
- Conduct client satisfaction surveys and propose improvements for client experience.
- Collaborate with internal departments to ensure the company meets client expectations.
- Manage customer relationship systems effectively.
- Serve as the main contact for high-value clients, delivering personalized support and service.
- Assess client financial goals to provide customized financial solutions, products, and services.
- Negotiate terms for banking services and products with clients and stakeholders to secure favorable agreements.
- Handle and resolve complex client issues, ensuring adherence to regulatory standards and company policies.
- Represent the organization at industry events, conferences, and networking functions to discover new business opportunities.

Qualifications/Experience Required:

- At least 10 years of experience in corporate banking, particularly with large corporate and public sector clients in Japan.
- Extensive network and solid connections within the international large corporate or public sector space.
- Strong problem-solving and relationship management abilities, able to work effectively with various stakeholders.
- Excellent communication skills, both oral and written, in Japanese and English.
- Proven capacity to independently initiate and implement business initiatives.
- Experience in developing and presenting strategic business plans to senior management.
- Strong analytical abilities and strategic thinking.
- Ability to work autonomously and make strategic decisions without close supervision.
- Demonstrated experience in customer relationship management practices.
- Skilled in building positive relationships with a client-focused approach.

Company Description