



PR/094290 | Head of Investment Products and Advisory

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1513535

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Vietnam

Salary

Negotiable, based on experience

Refreshed

January 7th, 2025 07:00

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 and Job Overview

Our client is a top local bank looking for a Head of Investment Products and Advisory (location: HCM)

Job Responsibilities

- Oversee investment product solutions, proposals, and distribution strategies that adhere to legal requirements for every clientele group.
- Establishing and utilizing alliances to improve the product line. Create guidelines for third-party product sellers' due diligence and onboarding.
- Achieving the items' business objectives
- Collaborate with sales directors to determine market demand and potential new product offerings. Arrange and oversee marketing campaigns and product launches.
- Developing macro and micro-based investment strategies to advise the BU team and clients on market outlooks, product briefs, and appropriateness
- Create model portfolios and a systematic advice process. Examine and confirm process adherence and model and client portfolio alignment.
- Providing coaching, training, sales support tools, sales promotion, and stimulus programs to BU teams so they can provide clients with appropriate answers
- Investigating cross-selling and penetration strategies to boost clientele, AUM, and TOI

- Create research, investment strategists, and investment counselors specifically for the private sector to mentor, teach, and train salespeople at BUs and PB centers.

Job Requirements

Educational Qualifications

- Business, finance, or economics degree from university,
- Having an MBA, CFA, CFR, or other qualifications will be beneficial.

Relevant Experience

- Over 05 years of experience in management
- 10 to 12 years of experience managing products and investments, ideally in private and priority banking

Relevant Knowledge/ Expertise

- Competent knowledge of different asset classes, risk management techniques, and investing tools
- Thorough knowledge of macroeconomic variables, financial markets, and regulatory needs

Skills

- Outstanding decision-making, communication, and analytical abilities
- Excellent team management and leadership abilities, strong moral standards, ethics, etc.

#LI-JACVN

Company Description