



PR/094320 | Investment Banking Director

Job Information

Recruiter

JAC Recruitment Vietnam Co., Ltd

Job ID

1513546

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

JAC's client is a leading securities company looking for a Investment Banking Director

Location: Ho Chi Minh City

Job Responsibilities

Strategic Leadership

- Oversee and drive the investment banking business, setting specific objectives and making sure they are in line with the company's overarching strategy plan. Encourage the creation and implementation of long-term plans.

Deal Origination and Execution

- Manage the whole completion of intricate financial transactions, paying special attention to corporate finance projects such as mergers and acquisitions. Assure strict adherence to all legal requirements.

Client Relationship Management

- Act as the main point of contact for important parties, such as private equity companies, institutional investors, and C-suite executives. Develop and preserve enduring, solid client connections to encourage repeat business.

Business Development

- Find and seize fresh business prospects to grow the company's clientele and improve its visibility in the marketplace. Create strategic alliances that will put the company in a position to grow steadily.

Team Leadership and Development

- Oversee the investment banking team's hiring, retaining, and training of elite personnel. Encourage a culture of excellence, teamwork, and professional development by mentoring and coaching team members.

Cross-Department Collaboration

- To guarantee flawless transaction execution and client service, cooperate with other teams, such as legal, compliance, and research. Encourage a culture of cooperation and efficient communication throughout the company.

Reporting

- Provide insights to support executive decision-making by regularly updating the CEO on team performance, transaction pipelines, and strategic objectives.

Job Requirements

- At least 10 years of relevant experience in consulting, investment banking, or similar industries, along with a track record of successfully completing high-profile transactions.
- Profound knowledge of capital markets, corporate finance, and M&A, along with the capacity to handle challenging financial situations.
- Proven leadership background with the capacity to mentor, encourage, and inspire groups.
- Proficiency in market analysis, valuation, and financial modeling.
- Strong familiarity with industry best practices and regulatory compliance in the investment banking space.
- Outstanding interpersonal and communication abilities, as well as a track record of successfully interacting with internal teams, clients, and stakeholders.

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Company Description