



## Head of Corporate Department @International Bank

### 募集職種

#### 人材紹介会社

株式会社SPOTTED

#### 求人ID

1458537

#### 業種

銀行・信託銀行・信用金庫

#### 雇用形態

正社員

#### 勤務地

東京都 23区

#### 給与

800万円 ~ 1400万円

#### 更新日

2024年11月13日 04:00

### 応募必要条件

#### 職務経験

10年以上

#### キャリアレベル

エグゼクティブ・経営幹部レベル

#### 英語レベル

流暢

#### 日本語レベル

流暢

#### 最終学歴

大学卒：学士号

#### 現在のビザ

日本での就労許可が必要です

### 募集要項

Are you a leader with a proven track record in trade finance and corporate sales? Do you thrive on fostering international relationships and driving business growth across diverse markets? We invite you to embark on an enriching journey as the Corporate Head at this esteemed financial institution.

My client is a foreign bank with an international presence in over 20 countries and is currently looking for a Head of the Corporate Department to drive their business in Japan and consolidate and create relationships abroad.

This is an exceptionally international and dynamic work environment with a vibrant and flexible culture. This role allows for hybrid work and the salary is highly competitive.

Be a part of a forward-looking institution that values innovation, international collaboration, and unwavering excellence.

Job Functions/Responsibilities.

Management of Corporate Sales Team

Create, execute, and follow up the plan, based upon target from Management Committee, to overcome the target

Responsible for establishing mutual relationship between the Japanese entity and foreign entities  
Cultivate and initiates Business from Asia  
Expands sales in both existing clients and new client by actively introducing products  
Have sense of mutual back-up among Team members

Qualifications/Experience Required

Over 10 years of experience in trade finance of financial institutions  
Experience in credit analysis related to credit screening of listed and unlisted companies  
Experience in legal affairs such as contracts related to trade finance etc.,  
Experience in roller strategy sales for mid-sized companies including unlisted companies, small and medium-sized companies, etc.,  
Business experience in trade finance in Japan and Asia  
Experience in Management in a Bank for both domestic and foreign company  
Excellent oral and written communication skills in both Japanese and English  
Well-developed negotiation skills  
Cultivate and establish new business structure as well as products which meets requirements  
Strong cooperativeness and customer focus  
Having foreign market knowledge

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会社説明