



PR/093660 | Senior Relationship Manager – Corporate Banking (FDI)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1513446

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

ベトナム

給与

経験考慮の上、応相談

更新日

2024年12月24日 12:40

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

COMPANY OVERVIEW

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

JOB RESPONSIBILITIES

- Establish, create, care for, maintain, and manage relationships with significant local and multinational clients, ensuring that Total Operating Income meets or exceeds expectations, and controlling the overall debt quality of the customer portfolio.
- 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.
- Establish, manage, care for, maintain, and grow relationships with customers in given portfolio in order to understand customers, discover opportunities and risks for customers and their value chains.
- Proposing solutions that are appropriate for in-charge clients, becoming a consultant, the primary financial arranger for customers, and the primary transaction bank for customers and their value chains. Understand the customer's business and discover potential risks and possibilities.
- Set up credit facilities, including internal proposals for approval (by preparing/reviewing credit applications to analyze the client's credit profile and propose credit), submit and defend credit with the Credit Division / Credit Committee (if applicable), and manage the portfolio-in-charge's credit.

JOB REQUIREMENT

- Proficient in writing and speaking foreign languages.
- Have at least 10+ years of working experience in finance - banking and 10+ years at management level
- Effective writing, speaking, and presentation skills.
- University graduate majoring in banking, finance, or in the economic sectors.
- 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.

#LI-JACVN
#cityhcm

会社説明