



PR/094290 | Head of Investment Products and Advisory

## 募集職種

### 人材紹介会社

JAC Recruitment Vietnam Co., Ltd

### 求人ID

1513535

### 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

2025年01月07日 07:00

## 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 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

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会社説明