



PR/094509 | Senior Relationship Manager (MNC / Local Large Corp)

募集職種

人材紹介会社

JAC Recruitment Vietnam Co., Ltd

求人ID

1518162

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02月25日 09:01

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

Job and Company Overview

JAC's client is a top commercial bank looking for a Senior Relationship Manager (MNC/Local Large Corp)

Job Responsibilities

- Under the direction of the Corporate Client Center, responsible for accomplishing business goals for major corporate and foreign direct investment clients
- As instructed by management, implement customized solutions for specific clients or client groups to achieve predetermined goals
- Market and promote financial products and services to customers and their ecosystems on your own or in conjunction with branches and transaction offices
- Provide clients with complete financial solutions that are suited to their needs, including credit choices
- Serve as the principal point of contact for overseeing and preserving collaborations, guaranteeing their efficacy
- Offer and negotiate partnership contracts that complement the center's clientele
- Work together with internal banking departments to develop partnership solutions that satisfy particular customer needs
- To improve customer engagement and take advantage of cross-selling opportunities, collaborate closely with branches and transaction offices
- In accordance with bank rules and sales plans, collaborate with pertinent divisions (Corporate Banking Division, branches, and transaction offices) to deliver exceptional customer service

Job Requirements

- A bachelor's degree or more in business administration, international trade, banking, finance, economics, or a similar discipline
- At least 05 years or more of corporate banking experience
- Competence in risk management and financial statement analysis
- Proficiency with corporate finance models and credit evaluation
- Strong familiarity with business models and corporate financial procedures
- Inventiveness and astute business sense
- Strong abilities in customer relationship management, sales, and marketing
- Outstanding problem-solving, negotiating, and analytical skills
- Fluent in English and has outstanding communication abilities both in writing and speaking

#LI-JACVN

会社説明