

<b>JOB TITLE/ Chức danh:</b> <b>Institutional Business Development Manager</b>	<b>Division/ Khối:</b>
<b>This Position Reports to</b> <i>Báo cáo cho:</i>	<b>Positions Reporting to this Position</b> <i>Nhận báo cáo từ:</i> Institutional Business Development Associate
<b>Summary of Duties/ Tóm tắt nhiệm vụ</b> The Institutional Business Development Manager is primarily responsible for <b>raising capital from institutional investors</b> such as pension funds, insurance companies, and corporations.	
<b>General Scope/ Phạm vi trách nhiệm</b> <ul style="list-style-type: none"> <li>▣ <b>Develop and execute sales strategies:</b> Create and implement effective sales strategies to achieve fundraising targets.</li> <li>▣ <b>Negotiate investment terms:</b> Negotiate investment terms and conditions with institutional clients.</li> </ul>	
<b>Job Descriptions/ Mô tả công việc</b> <ul style="list-style-type: none"> <li>• Identify, pursue, and raise new assets from institutions (e.g., corporates, securities, insurance companies)</li> <li>• Build and maintain strong relationships with existing institutional clients, ensuring high satisfaction and retention.</li> <li>• Promote our Insurance Linked Products to insurance companies</li> <li>• Promote our Employee Savings Plan and Individually Managed Accounts to corporates</li> <li>• Promote Open Ended Funds to Securities Companies and Corporates</li> <li>• Partner with Fund senior management to identify corporate clients who require enterprise level coverage and senior level introductions.</li> <li>• Stay updated on industry trends, competitor activity, and regulatory changes.</li> <li>• Develop and execute tailored sales strategies for institutional clients.</li> <li>• Work closely with internal teams (e.g., investment, marketing, operations, compliance).</li> <li>• Create customized proposals and presentations for institutional clients.</li> <li>• Meet or exceed annual revenue targets.</li> <li>• Adhere to regulatory requirements and internal policies.</li> </ul>	
<b>Essential Qualifications/ Trình độ chuyên môn</b> <ul style="list-style-type: none"> <li>• Financial expertise: the candidate should have experience in financial institutions: securities companies, fund management companies, banks, or insurance companies</li> <li>• At least five to seven years of institutional business development experience in wealth management or financial services.</li> <li>• Native Vietnamese with fluent English, strong written and verbal skills.</li> </ul>	<b>Essential Attributes (Knowledge/skills requirements)/ Những yêu cầu cơ bản (Kiến thức/kỹ năng yêu cầu)</b> <ul style="list-style-type: none"> <li>• Excellent presentation, negotiation, and interpersonal skills</li> <li>• Fluent in English and Vietnamese. Excellent verbal and written communication skills in English.</li> <li>• Proven sales and marketing skills</li> <li>• Very strong work ethic and intellectual curiosity.</li> </ul>

Approval/ Phê duyệt

Accepted by/Chấp nhận

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Date/Ngày:



<b>BENEFIT/ Lương, thưởng, đãi ngộ:</b> <ul style="list-style-type: none"> <li>• Lương: negotiation</li> <li>• Bonus và Esop benefits rất attractive</li> </ul>	<b>WORK PLACE/ Địa điểm làm việc:</b> <ul style="list-style-type: none"> <li>• Ho Chi Minh City</li> </ul>
<b>Level</b> <ul style="list-style-type: none"> <li>•</li> </ul>	<b>Industry/ Ngành nghề:</b> <ul style="list-style-type: none"> <li>• Real Estate Development</li> </ul>
<b>Team size</b> <ul style="list-style-type: none"> <li>•</li> </ul>	<b>Language/ Ngôn ngữ:</b> <ul style="list-style-type: none"> <li>• Tiếng Anh (advanced và academic)</li> </ul>
<b>Ghi chú cho người giới thiệu (quan trọng)</b> <ul style="list-style-type: none"> <li>• Prefer các UV tốt nghiệp các Trường top nước ngoài</li> </ul>	