



PR/158251 | Financial Representative (Hire Purchase)-6 months contract

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505499

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:38

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

JOB RESPONSIBILITIES

- Responsible for selling the company's solutions, primarily focusing on asset-based financing and insurance products for new and used trucks, buses, and related equipment within Malaysia.
- Emphasis on the strategy for used truck and bus body builders.
- Evaluating and presenting credit risk assessments to the designated credit committee.
- Establishing and maintaining relationships with the commercial operations sales office and staff, as well as independent used truck rebuilders and bus body builders in Malaysia.
- Managing assets in the assigned regions, including: Pre-action steps for overdue or inactive accounts, Collection, Repossession, and Remarketing of assets.

- Developing the portfolio based on quality and returns.
- Protecting and promoting the company's brand.
- Continuously seeking ways to improve standards, methods, and processes.
- Complying with both internal and external governance requirements.
- Committed to ongoing personal development in skills and knowledge within the commercial vehicle asset finance sector.
- Perform sales administration and credit administration activities

JOB REQUIREMENTS

- Bachelor's Degree or higher in Finance, Economics, Business administration or related field
- Relevant business knowledge and experience
- At least 5 plus years proven sales experience (track record) in the asset finance industry
- Strong communication skills and the ability to forge strong working partnerships
- Be proficient in key aspects of IS/IT specifically Microsoft Office (Excel, Word Outlook PowerPoint).

#LI-JACMY

#StateShahAlam

Company Description