



PR/122627 | VP Relationship Manager (Mandarin Speaker)

Job Information

Recruiter
[JAC Recruitment Indonesia](#)
Job ID

1514441

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

January 7th, 2025 10:14

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

Ensuring that the volume of outstanding loans and deposits is achieved in accordance with the target given

Ensuring the number of new customers (NTB), lending volume, and funding from the targeted sectors are achieved in accordance with Management's directions

Ensuring the achievement of the target Total income in accordance with the target given

Maintain good relations with debtors

Monitor/maintain credit facilities/debtor portfolio by doing:

Conduct regular visits to find out the development of the debtor's business and identify potential problems, at least 2 times a year for debtors with current collectability and 4 times a year for debtors with collectability above or equal to two. The results of the visit are reported in the form of a visit report.

Conduct an annual review in a disciplined manner according to the due date so that overdue does not occur.

Monitor the credit covenants provided so that covenant breaches do not occur.

Ensuring the completeness of credit documents at the time of submission and ensuring TBO documents are completed according to the approved schedule

Follow up for immediate settlement in the event of audit findings

Carry out all activities in accordance with applicable regulations including BI regulations, applicable policies, and procedures Responsible for ensuring that the CDD (Customer Due Diligence) Process for the customers it manages (including Custody customers), has been carried out properly in accordance with the applicable APU-PPT Policies and Guidelines

Specification:

Minimum S1 degree.

Grade M to AVP.

Proficient in Mandarin and English.

Previous role and experience as sales/coverage officer.

Good communication skills and a strong sales network

#LI-JACID

Company Description