



## 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**

March 18th, 2025 16:00

### 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

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Company Description