



JAC Recruitment

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Indonesia

CR/122933 | Business Development - Financial Service

Job Information

Recruiter[JAC Recruitment Indonesia](#)**Job ID**

1541615

Industry

Bank, Trust Bank

Job Type

Contract

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

July 1st, 2025 04:00

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

Responsibilities:

- Market Entry Strategy, collaborate seamlessly with the Business Development team to formulate and implement a robust market entry strategy for Indonesia.
- Develop and execute strategies to identify and acquire NPL portfolios from banks, financial institutions, and other lenders.
- Build and maintain strong relationships with key stakeholders, including financial institutions, asset management companies, and regulatory bodies.
- Lead negotiations on NPL transactions, including pricing, contract terms, and structuring acquisition deals.
- Conduct market research and due diligence to assess the quality, risk, and potential recovery rates of targeted loan portfolios.
- Collaborate with legal and compliance teams to ensure transactions adhere to regulatory requirements.

- Design and implement collection strategies, working closely with internal teams or external agencies to maximize recovery rates.
- Monitor portfolio performance and adjust collection strategies as needed to improve efficiency and profitability.
- Prepare business proposals, financial models, and presentations for internal and external stakeholders.
- Stay updated on industry trends, regulatory changes, and best practices in the NPL market.

Qualifications & Skills:

- Bachelor's degree in finance, business administration, economics, or a related field.
- Minimum of 5 years of experience in NPL purchasing, distressed asset management, or a related financial services sector.
- Proven track record in deal structuring, negotiation, and portfolio acquisition.
- Strong understanding of the NPL market, regulatory landscape, and recovery strategies.
- Excellent analytical skills, with the ability to assess risk and return on distressed loan portfolios.
- Strong communication and relationship management skills.
- Proficiency in Bahasa and English. A deep understanding of local cultural nuances.
- Ability to work independently and collaboratively in a fast-paced environment.
- Proficiency in financial modelling and data analysis tools is a plus.

Company Description