



CR/122933 | Business Development - Financial Service

Job Information

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

1549579

Industry

Bank, Trust Bank

Job Type

Contract

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

July 22nd, 2025 05:00

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.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.co.id/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.co.id/terms-of-use>

Company Description