



インドネシアの求人なら
JAC Recruitment Indonesia

PR/123264 | Relationship Manager (Commercial Financing)

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1559409

Industry

Bank, Trust Bank

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

September 23rd, 2025 11:24

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Responsibilities:

- Develop and implement financing strategies to drive business growth and achieve financing targets.
- Conduct thorough financial analysis, including cash flow analysis, collateral evaluation, and risk assessment.
- Negotiate terms and conditions of loan agreements, ensuring compliance with internal policies and regulatory requirements.
- Manage and maintain a portfolio of commercial financing, monitoring repayment schedules, and ensuring timely collection of payments.
- Provide guidance and support to lending officers, ensuring adherence to lending policies and procedures.
- Stay updated on industry trends, market conditions, and regulatory changes affecting commercial lending activities.
- Build and maintain relationships with existing and potential borrowers, promoting the organization's lending products and services.

Requirement:

- Bachelor's degree in economics, accounting, or any related major.
- Minimum of 3-5 years' experience in Banking or Multi-finance company for B2B business with property collateral.
- Proficient in English, both in spoken and written form. Ability to speak and communicate in Japanese is preferable.
- Deep understanding of credit analysis and credit risk with ability to read and analyze financial statement.
- Familiar with property or asset fiduciary procedure.
- Excellent network, relationship-building abilities, and strong presentation, communication, and negotiation skills.
- Highly motivated, results-driven, with a strong personality and ability to perform under pressure.

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