

PR/161092 | Senior Executive - Credit & Marketing

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1612729

Industry
Bank, Trust Bank

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 09:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Native Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Key Responsibilities

- Promote and market industrial hire purchase financing products to both existing customers and prospective clients.
- Conduct customer site visits and perform Know Your Customer (KYC) assessments for new applications.
- Evaluate financing proposals and provide well-reasoned credit recommendations to the Credit Department.
- Ensure timely follow-up and processing of assigned cases within established turnaround times.
- Build, strengthen, and maintain long-term business relationships with customers, dealers, and suppliers.
- Perform periodic reviews of existing customer accounts and assist with collection activities when necessary.
- Plan and execute effective sales and marketing initiatives to achieve business growth targets.
- Drive portfolio expansion through new client acquisition and increased financing volume.

- Achieve assigned sales, profitability, and business development targets.

Requirements

- Bachelor's Degree in Business Administration, Marketing, Commerce, Finance, or a related discipline.
- Minimum 1-2 years of experience in hire purchase financing, equipment financing, banking, or other related financial services products.
- Knowledge of the hire purchase and asset financing market will be an added advantage.
- Strong sales drive with a proven ability to meet and exceed targets.
- Strong analytical thinking and credit assessment capabilities.

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#countrymalaysia

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Company Description