



CR/122933 | Business Development - Financial Service

募集職種

人材紹介会社

ジェイエイシーリクルートメントインドネシア

求人ID

1541615

業種

銀行・信託銀行・信用金庫

雇用形態

契約

勤務地

シンガポール

給与

経験考慮の上、応相談

更新日

2025年05月20日 13:14

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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.

会社説明