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
1549579

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07月08日 17:20

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.

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会社説明