



PR/123565 | Relationship Manager (Working Capital / B2B)

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

1577649

業種

銀行・信託銀行・信用金庫

雇用形態

正社員

勤務地

インドネシア

給与

経験考慮の上、応相談

更新日

2026年04月21日 04:00

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

日常会話レベル

日本語レベル

無し

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

- Acquire and develop **corporate clients** requiring **working capital financing**.
- Conduct comprehensive **Customer Due Diligence (CDD)** aligned with company standards.
- Perform **credit analysis** including financial assessment, risk evaluation, and structuring of commercial financing.
- Conduct or review **ATR (Appraisal to Report)**, focusing on collateral such as **SHM/SHGB** properties.
- Prepare credit proposals and coordinate with internal departments (Risk, Credit, Legal) to finalize approvals.
- Maintain strong relationships with existing clients and identify opportunities for cross-selling.
- Ensure end-to-end credit processes comply with regulatory and company guidelines.
- Provide tailored financial solutions that fit clients' business needs.

Candidate Requirements

- Min. **3 years of experience** as a Relationship Manager or Account Officer in **Banking**, Multifinance Corporate, or Commercial Lending, or related industry.
- Proven experience in handling **Working Capital** products and corporate financing (**B2B**).
- Strong knowledge of **secured lending**, including collateral verification and evaluation (SHM/SHGB).
- Familiarity with **CDD**, **ATR**, and credit documentation procedures.
- Excellent communication, negotiation, and presentation skills.
- Strong client network and ability to acquire corporate accounts.
- Target-oriented, adaptable, and comfortable with field acquisition activities.

#LI-JACID

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会社説明