

# Relationship Manager Hunter



## Responsibilities:

- Develop marketing plans to identify and acquire potential clients and explore new market opportunities in alignment with the company's policies and business goals
- Negotiate and determine credit terms and conditions, including appropriate credit terms (credit days), for credit approval proposals
- Prepare all necessary documents throughout the credit approval process, including credit proposal reports and documentation for legal agreements and contract execution
- Handover approved accounts to the RM Service Team to ensure proper credit line activation and utilization

## Qualifications:

- Bachelor's degree or higher in Business Administration, Accounting, Finance, Marketing, Economics, or other related fields
- 2–5 years of experience in business client relationship management, particularly in Factoring, Loan, SME Lending, Financial Leasing, or Corporate Banking will be an advantage
- Pleasant personality with strong communication skills
- Strong sales and negotiation abilities
- Proficient in analytical thinking and capable of preparing and presenting reports effectively
- Service-minded and a strong team player

## Benefits:

- Work Monday–Friday 8.30 A.M.– 5.00 P.M.
- Life insurance and health insurance
- Annual health check-up
- Provident fund
- Wedding gift allowance
- Funeral assistance for family members
- Flexible Time
- Vacation leave 10–15 Days
- Mobile phone allowance
- Car allowance
- Annual bonus
- Annual salary adjustment
- Employee training & development programs

**Apply Now!**

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