

Relationship Manager Service



Responsibilities:

- Manage and retain existing clients by maintaining strong relationships and providing close support to ensure business growth and achievement of company targets
- Develop marketing plans to expand existing credit lines and propose additional financial products to qualified existing clients; negotiate and set conditions for credit approval
- Coordinate with the RM Hunter Team to onboard newly approved clients by reviewing drawdown conditions and understanding their business to ensure smooth credit line utilization
- Resolve issues that prevent clients from utilizing their credit lines effectively, ensuring proper usage aligned with the client's risk profile

Qualifications:

- Bachelor's degree or higher in Business Administration, Accounting, Finance, Marketing, Economics, or other related fields
- 2–4 years of experience in Factoring, SME Lending, Financial Leasing, or Corporate Banking will be an advantage
- Pleasant personality with excellent communication skills
- Strong sales and negotiation abilities
- Proficient in financial analysis and report presentation
- 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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