



# Relationship Manager Supply Chain Sales

## Responsibilities:

- Plan and allocate targeted business groups in alignment with company policies to engage with trade debtors and business partners in order to build a new client base
- Recommend potential clients to Relationship Managers (RMs), sourced through trade debtors or business alliances under the AFP Financing Program, to drive revenue growth for the company
- Evaluate credit terms and conditions for approval proposals or amendments for new and existing AFP Buyers or business partners, ensuring alignment with company policies
- Maintain and build strong relationships with trade debtors under the AFP Financing Program and business alliances
- Assess the needs and conditions of new and existing AFP Buyers or business partners and coordinate with the strategy or product development team to ensure product offerings align with company direction
- Perform other duties as assigned

## Qualifications:

- Bachelor's degree or higher in Economics, Finance, Management, or a related field
- Minimum 5 years of experience in roles such as Relationship Management, Credit and Marketing, Sales, Management, Strategy, or Product Development in a bank or financial institution
- Strong communication, negotiation, and presentation skills
- Proficient in reading and analyzing financial statements
- Proficient in Microsoft Office, especially advanced Excel skills
- Good command of English communication

## 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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