

Team Lead Relationship Manager

Responsibilities:

- Marketing Planning (New customer): Seek potential customers, pursue marketing opportunities, and acquire new potential customers within the company's policy to align with the company's business goals.
- Loan Proposal and Negotiation: Set loan terms and credit term days to Credit and Marketing Hunter (Team Lead) propose loan approvals.
- Team Supervision/Document Preparation: Oversee the team in preparing documents according to the loan approval process and post-loan approval, such as loan approval reports and presentation of legal agreement results.
- Site Visit Planning and Coordination: Plan and coordinate customer site visits before submitting to the loan committee for approval consideration.
- Customer Portfolio Verification and Handover: Verify and handover customer portfolios to the RM Hunter team for smooth fund utilization.

Qualifications:

- Minimum Bachelor's degree in Business Administration, Accounting, Finance, Marketing, Economics, or related fields.
- Minimum 7 years of experience in RM Hunter/loan origination and manage team performance.
- Experience in loan origination with businesses (Factoring, SMEs, Financial, Supply chain, Corporate Banking) is highly desirable.
- Good personality, enjoys challenging work, and has a "can-do" attitude.
- Sales, persuasion, negotiation, communication, and strong analytical skills with the ability to read and analyze financial statements.
- Ability to drive and possess a valid driver's license.

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!

padcharee.r@airafactoring.co.th
woramon.w@airafactoring.co.th