

Area Head (Bandung)

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Company: AwanTunai

Location: Indonesia

Category: other-general

Job description :Generate leads for SME financing that includes qualifying leads, retaining and expanding existing relationships, and following up inquiries from potential SME leads, especially for Consumer Goods Distributors customer/potential customers. Identify borrower's needs, which may create unique, innovative, and high-value customer solutions. Present and pitch products to potential customers and negotiate the terms and conditions. Undertake and log comprehensive fact finds with both existing and new clients, establishing the key specific business needs, benefits sought, and any potential barriers to sale. Take an active involvement and assist in the preparation of any major project and partnership tender as required. Requirements :4-5 years of experience in SME financing with ability to adapt to commercial business. Have a good understanding of general industries knowledge, preferably focus in FMCG/FMCG Distribution industry. Have a good business relationship with FMCG wholesalers/distributors with the ability to expand and develop new relationships with SME businesses. Proven sales track record. Have a good knowledge in Risk Assessment. Excellent communication skills both in English and Indonesian; strong negotiation skill and persuasive selling skill. A hunter personality with critical and analytical thinking. Will be located in Bandung.

#J-18808-Ljbffr

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