

## Relationship Manager - Mandarin Speaker (VP)

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Company: Talentvis

Location: Indonesia

Category: other-general

Bachelor Degree

Minimum 5 years of work experience in Banking

Experience in handling lending or funding up to 20 billion

Proficiency in English & Mandarin

Excellent communication & interpersonal skill

Strong sales network

Ensure outstanding credit volume and saving are achieved according to target given

Ensure the numbers of new customers, volume lending, and funding from given sectors are achieved according to management direction

Ensure the achievement of total target income align with target given

Maintain good relationship with debtor

Monitor/maintain debtor's credit/portfolio facility through:

Regular visit to stay abreast with debtor business development and identify potential problem. Twice a year for debtor with good collectability and four times a year with collectability rate at 2 and higher

Annual review consistently according to dead line to avoid over due

Monitor given credit covenant to avoid covenant breach

Ensure credit document completion during proposal and ensure TBO document is completed based on schedule agreed

Follow up on completion if any audit findings

Adhere to applicable policies including Bank Indonesia, regulations, and other applicable procedure

Responsible for making sure CDD (Customer Due Diligence) process of his/her customers (including Custody customer) is done properly according to APU-PPT Regulation and Guides

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