

VP Collections

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Company: Talentvis

Location: Indonesia

Category: other-general

We are building a unicorn and looking for a leader who is aligned with our vision to lead the company.

Must be highly driven, and up for the challenge that comes with building a Unicorn. Must be someone

who thrives in an unstructured startup environment, and has a hands-on, can-do attitude.

1. Must have a strong track record of B2B collections at a high growth startup at a senior management level.

2. Prior experience in B2B startups is preferred not required.

3. Must have a sound understanding on legal procedures and actions related to collections

4. Must be hands-on and be open to field trips to meet customers regularly

5. Must have a passion for building a business in a fast paced, ever changing startup environment

6. Can collaborate effectively across multiple teams and are a thoughtful, direct, and kind communicator, both verbal and written

Role:

The role directly works with the founder, and other C-levels and helps drive the company's risk

management and collections strategy.

VP/SVP of Collections works closely with the Sales, Finance and Ops Team on formulating and

executing strategy to deliver the following KPIs:

1. Designing and implementing risk management and collections strategy.
2. Managing a collection and Ops team
3. Providing oversight on field sales
4. Work with the external counsel in developing legal strategy to improve collections
5. Create SOP to prevent field sales fraud

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