

Company Name	PT Longan Management Services
Job title	Business Development Manager
Subordination	Direct to: Country Manager
Stages of the interview	2
Responsibilities	<ul style="list-style-type: none"> ● Research and target potential clients and partners. ● Approach and coordinate with clients potential NPL transactions. ● Achieve target of partnerships and transactions with Financial institutions. ● Communicate with clients to build and maintain a strong partnernships. ● Create SOP for follow up to transactions and customer service. ● Capable of resolving escalated issues from clients and coordinate with other departments. ● Follow-up to after-transaction customer service in order to ensure long-term relationships with clients and partners
Requirements	<ul style="list-style-type: none"> ● At least 5 years of experience in commercial department, sales b2b or business development. Preferably in financial industry ● Target oriented. ● Strong negotiation skills. ● Excellent interpersonal skill to adjust and interact will all levels of personnel. ● Outstanding verbal, written and problem-solving skills. ● Full proficiency of English and Bahasa languages. ● Ability to multi-task. ● The ability to influence and negotiate with Sr management. ● The ability to think creatively and strategically. ● Strong verbal and written communications skills. ● Shows initiative, responsible, team player, good problem- solving and decision-making skills.
Office location:	Jakarta

- Please send CV to : vera.permatasari@longan.id