



## **Senior Executive – SME Relationship**

### **Job description:**

- Market Industrial Hire Purchase product to a diverse range of SMEs customers.
- Aggressively obtain and source for new business opportunities from customers and suppliers to achieve personal Key Performance Indicator.
- Evaluate, propose loan reports, perform site visits and execute applications from customers.
- Develop good business relationship with existing/prospective customers and suppliers.
- Perform other assigned tasks and duties necessary to support the accounts Receivable Department.
- Enlist the efforts of sales and senior management when necessary to accelerate the collection process.

### **Requirements:**

- Recognised diploma / degree / professional qualification in any discipline preferably business related.
- Minimum 3 – 4 Years relevant working experience in asset-based financing industry with wide marketing network would be an added advantage.
- Possess initiative, good analytical mind and communication skills.
- Dynamic, self-motivated and energetic go-getter with a strong determination to achieve targets and meet high customer service standards.
- Ability to converse in Mandarin will be an added advantage
- Possess own transport and willing to travel.