

Digital Lending Partnership – Digital Banking Business

Description

- Develop and manage strategic partnerships to grow business; including develop a network of contacts to increase client base
- Managing and nurturing relationships with existing customers, resolve issues and feedback efficiently and in a timely manner
- Identify opportunities from commercial and consumer products and banking services portfolio
- Track and report on the status of projects; maintain ongoing communication with clients and internal stakeholders to deliver both quality and tailored service offerings
- Be a representative of a company; build relationships with potential clients by attending social functions or other networking events where you can interact with them in a non-business setting
- Negotiating, drafting and reviewing contract terms with stakeholders

Responsibilities

- Bachelors' Degree required
- Min. 5 years of relevant experience in banking, financial services & technology or consulting. Domain knowledge in banking or financial technology a must
- Proven experience in strategic and B2B partnership roles, with a demonstrated track-record of developing, cultivating, and successfully building relationships
- Knowledgeable about lending business models
- Ability to work and communicate cross-functionally; collaborate & influence as part of a team
- Ability to deliver engaging presentations and influence key decision makers in both English and Bahasa Indonesia

Hiring organization

SeaBank Indonesia

SeaBank is a digital financial institution. They are a tech-based banking company, providing customers the convenience of banking 24/7 from home or anywhere, through smartphones.

SeaBank aims to become the country's Bank with Digital Services destination via ongoing product optimization and cutting-edge technology, providing a seamless and enjoyable user experience.

Prior to being acquired by SEA in 2021, SeaBank was known as PT Bank Kesejahteraan Ekonomi (BKE), a bank that was established in 1992. SEA (NYSE: SE) is a leader in digital entertainment, e-commerce and digital financial services across Greater Southeast Asia. Together with Sea, SeaBank's mission is to better the lives of consumers and small businesses in our region with technology.

Employment Type

Full-time

Industry

Digital Bank

Job Location

Jakarta, Jakarta, Indonesia

Date posted

January 31, 2024

APPLY