

## Consumer Finance (Management Associate)

### Job Description

- Provide frontline support and relationship management for dealers and industry partners involved in consumer loan products such as Home Loan, Motor Vehicle Loans, Agricultural Equipment Loans, and Machinery Loans.
- Partner with authorized dealers to negotiate agreements and oversee the underwriting process, from initial screening to final approval.
- Drive the implementation of a market-aligned HP framework to support business scalability, improve distribution efficiency, and foster long-term dealer relationships.
- Coordinate with the Legal Department to develop, review, and finalize MOU agreement formats in alignment with organizational standards.
- Support business development activities including customer/dealer account sourcing, lead follow-up, and engagement with business customers.
- Engage in case underwriting and transaction management, ensuring proper documentation and client support.

### Job Requirements

- Bachelor's degree in finance, Business Administration, or related field.
- 5+ years of experience in SME or commercial banking.
- Proficiency in English
- Strong understanding of SME lending products, financial analysis, and risk management
- Excellent communication, negotiation, and interpersonal skills.
- Proficiency in CRM systems and Microsoft Office Suite.
- Knowledge of local legal and regulatory frameworks and economic conditions