# A bank PCL

## Vacancy Announcement

Ayeyarwaddy Farmers Development Bank Public Co., Ltd (A bank PCL) is currently looking for the following position for **Consumer Lending Department** of **Credit Division.** Passionate and motivated candidates are welcomed to apply as per mentioned below contact address.

**Position: Manager | Business Unit** **1 Post**

**Job Descriptions**

- Lead and drive the growth of the Hire Purchase business by expanding the dealer network, strengthening dealer relationships, and achieving business targets.
- Oversee dealer onboarding, dealer limit approvals/extensions, and periodic business reviews to ensure compliance with bank policies.
- Develop and execute sales initiatives to acquire new Hire Purchase and Home Loan customers through sales calls, marketing campaigns, and business events.
- Supervise site visits, business inspections, and collateral assessments to support sound credit decisions.
- Review customer and dealer documentation, oversee the preparation of credit memos, and recommend applications for approval.
- Monitor the performance and portfolio quality of the Hire Purchase and Home Loan businesses, identifying opportunities for growth and risk mitigation.
- Lead, coach, and develop team members while coordinating with Credit, Operations, Risk, and other internal stakeholders to ensure efficient loan processing and service delivery.

**Job Requirements**

- Any Bachelor’s Degree with MBA or relevant professional qualification is an advantage.
- Minimum 6 years of experience in Consumer Lending, with strong expertise in Hire Purchase; Home Loan experience is an added advantage.
- Proven experience in business development, dealer relationship management, credit assessment, and portfolio management.
- Strong leadership, communication, negotiation, and stakeholder management skills.

- Proficient in Microsoft Office applications and willing to travel for dealer, customer, and business visits.

To Apply:

Interested candidate can apply together with updated CV to Human Resources Department.

Head Office Address : No. (108), Corner of Kabaraye Pagoda Road and NatMauk Road, Bo Cho (1) Quarter, Bahan Township, Yangon.

Phone (Viber) : +95 9765653413

Email : recruitment@abank.com.mm