

**Position**

Country Sales Director

Country

Jakarta, Indonesia

Company

Flow is a one-stop, digital credit management company with the mission to promote ethical and responsible collection in Asia, through customer-centric operational processes integrated with artificial intelligence technologies.

We work with global banks, multi-financial institutions and enterprise companies to recover millions effectively. We understand the challenges both our clients and consumers face when it comes to debt collection and provide support at every stage of the collection lifecycle.

Backed by Dymon Asia, SIG and Digital Ventures, Flow is a leader in ethical, digital collections in Asia, disrupting a multibillion-dollar global industry in non-performing consumer loans. Headquartered in Singapore, we also have offices in the emerging markets of India, Indonesia, and Vietnam.

Job Description

Reporting to the Chief Sales Officer, the Country Sales Director is in charge of Flow's sales network and structure in the country. This is a senior role, responsible for sales and business development efforts in Indonesia as primary focus, but also responsible for brand development and visibility in the market.

Main Responsibilities

- Delivering the country-level revenue and AUM (Assets under management) targets for CMS (Credit Management System) Outsourcing product.
- Recruitment, training and management of the Indonesian sales team, including Sales Agents, Key Account Managers and Sales Administrators.
- Farming: drive sustained growth of Flow's portfolio under management in terms of volume and quality from existing clients.
- Hunting: establish long-term strategic partnerships with key industry players in Flow's traditional industries (banking, consumer finance and online lending) to increase Flow's market share and ensure its position as a market leader in CMS Outsourcing in the Indonesian market.
- Develop an extensive network of market stakeholders, decision-makers and influencers.

- Drive the sales of Flow's SaaS debt collection platform across industries.
- Recognize and execute on opportunities to participate in the purchase of written-off NPLs in the Indonesian market.
- Increase Flow's visibility and brand recognition in the market.
- Stay updated on financial regulation and events and convert changes into opportunities.

Is this you?

The ideal candidate is a natural leader, who inspires and motivates those around him/her. He/ She has excellent interpersonal and negotiation skills, and is also a strategic thinker, analytical and results-oriented individual. He/ She is team oriented and is able to maximize the output of the resources at his/ her availability.

Qualifications and Experience

- Proven track record of minimum 8 years in B2B services sales, preferably in the Financial Sector, Consultancy Sector or Software Sector.
- Minimum 4 years' experience in a senior sales position (senior sales manager or above).
- Proven history of consistently hitting his/her sales targets at a high level.
- Degree in Economics, Business Administration, Law, Accounting or similar, from a reputable university.
- Strong demonstrable network in the financial sector.
- Knowledge of the CRM/debt collection industry will be considered an advantage.
- Native Indonesian speaker and fluent in English.

To apply: hr@flow-tech.ai