

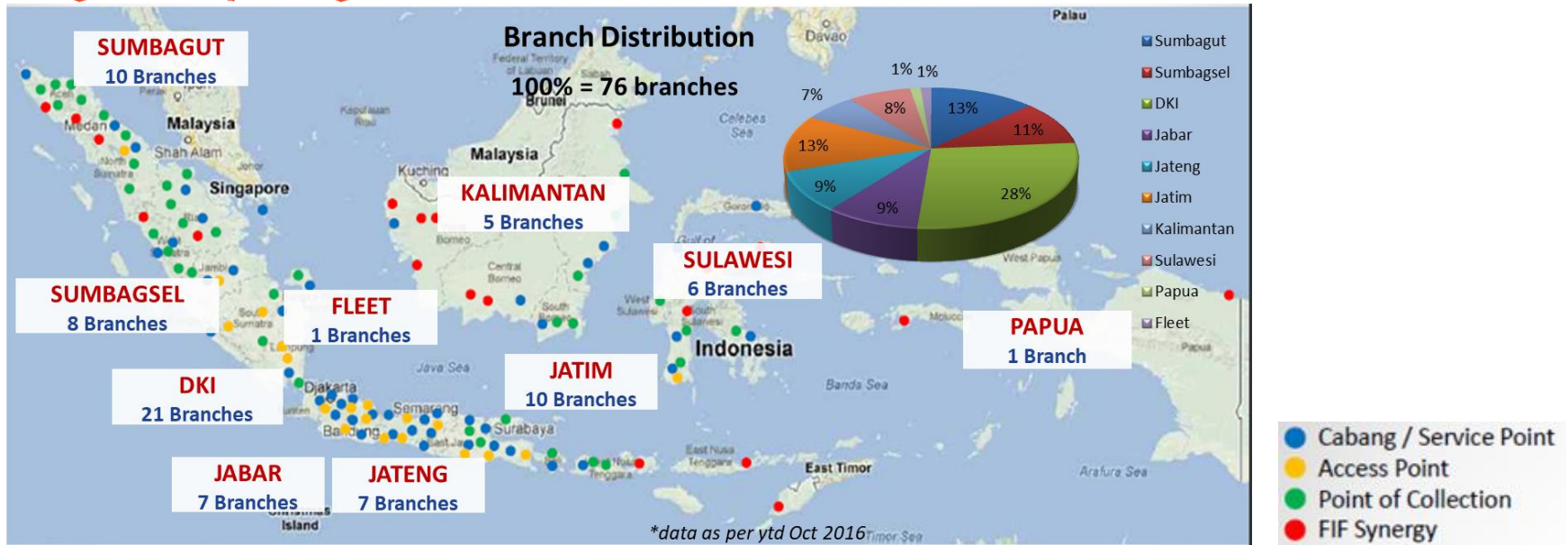
Sales Basic Training

WHAT BUSINESS ARE WE IN

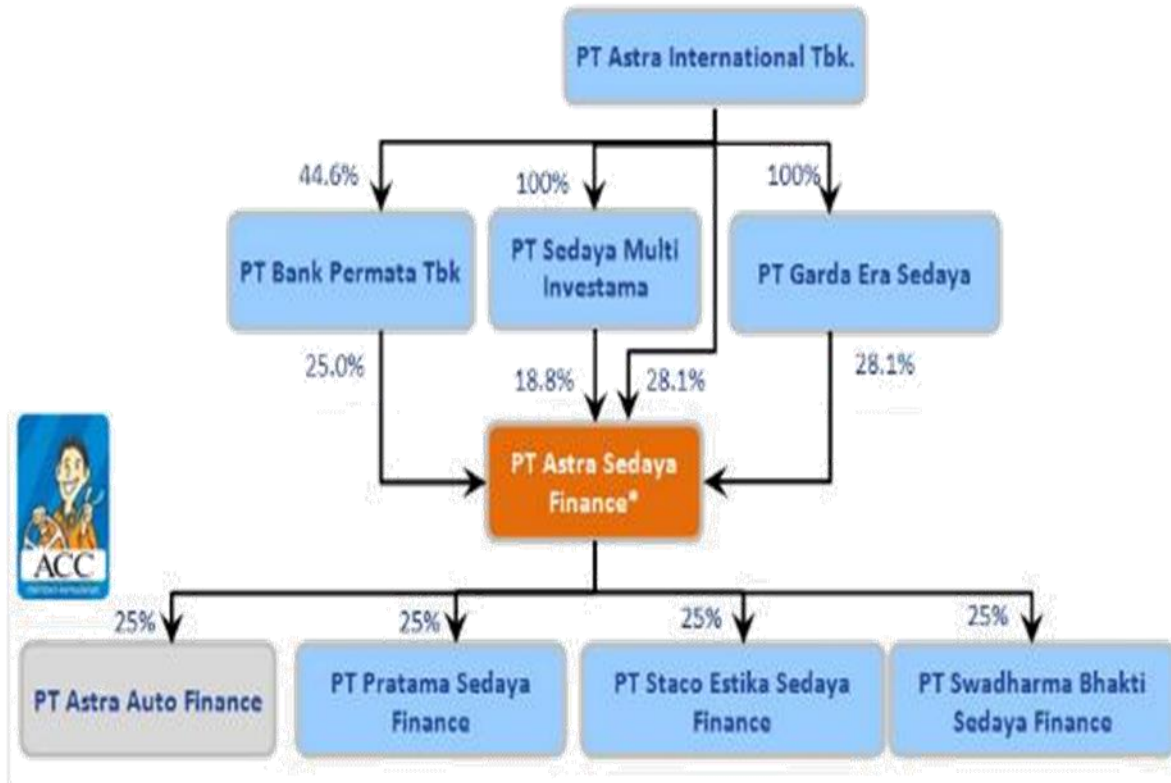


AREA KERJA ACC

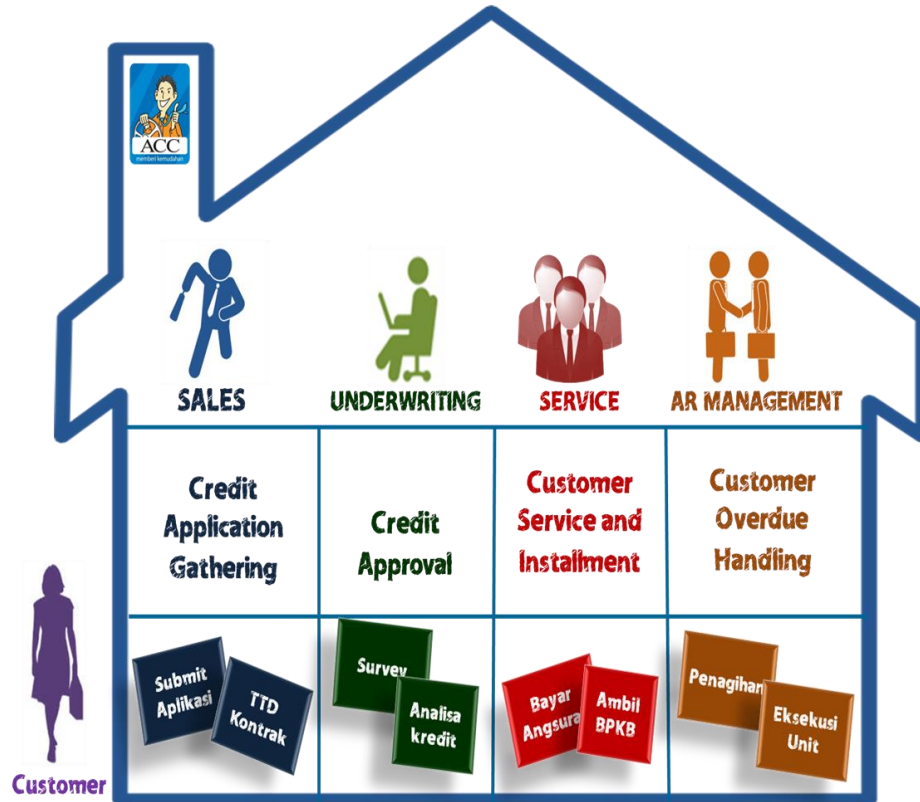
Large and expanding nationwide network with a well-diversified asset



- ACC has 76 retail outlets and 1 fleet located on 59 cities in Indonesia
- Manages 500 thousand active accounts, IDR 50,4 trillion AR outstanding
- Supports more than 7.000 automobile dealers
- More than 76.000 payments points in cooperation with major Banks, ATM, & Post Offices



FRONTLINE ACC



PERAN & FUNGSI SALES DEPT



1.

Mendapatkan aplikasi pembiayaan yang berkualitas



2.

Membangun relasi dan membina hubungan baik dengan dealer dan customer



3.

Mengelola strategi penjualan agar mencapai target



4.

Memantau pembayaran angsuran oleh customer dalam jangka waktu 9 bulan pertama (F9PD)

Job Description & KPI

KEY PERFORMANCE INDICATOR

AF

New

**UNIT
VALID**

F9PD
Snap-
shot

SUW

- ✓ Memperoleh dan memproses aplikasi
- ✓ Melakukan **analisa kredit** terhadap customer
- ✓ Menjalin hubungan baik dengan customer dan dealer
- ✓ Bertanggung jawab atas aplikasi mulai dari *in* hingga *monitoring* **F9PD**

Job Description & KPI

KEY PERFORMANCE INDICATOR

AF

New

**UNIT
VALID**

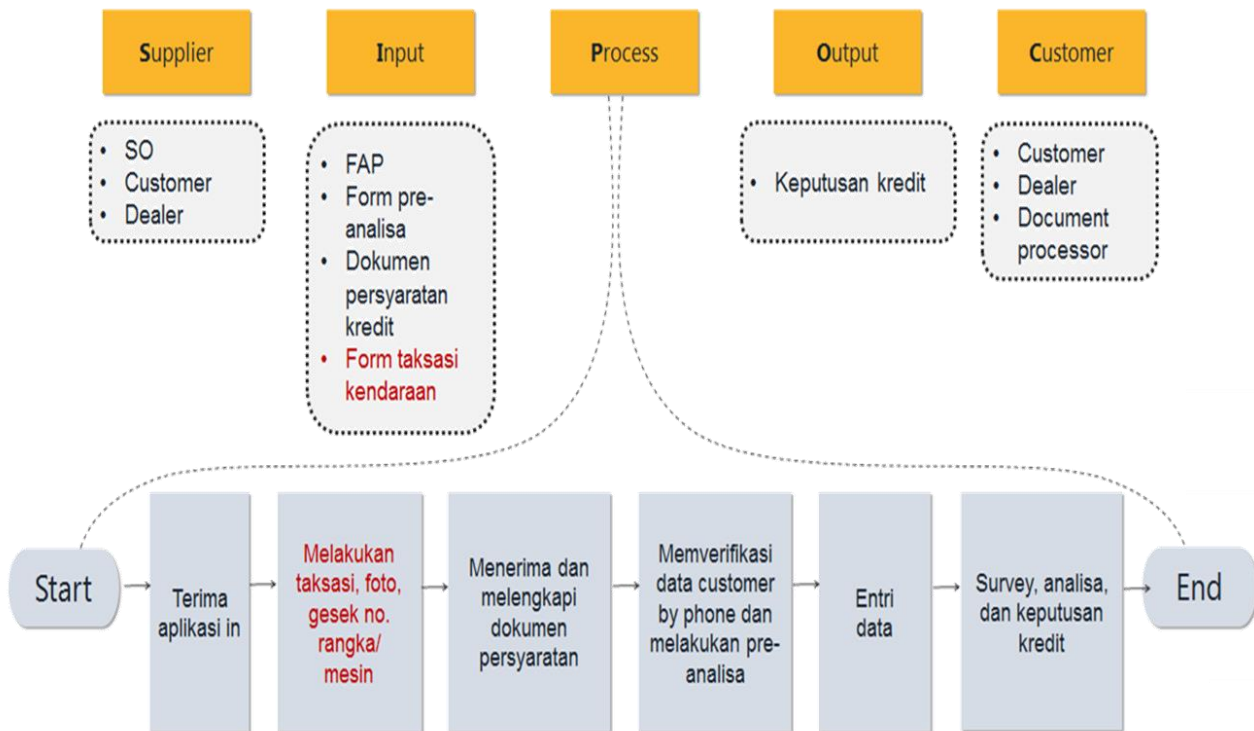
F9PD
Snap-
shot

SO

- ✓ Memperoleh dan memproses aplikasi
- ✓ Menjalin hubungan baik dengan customer dan dealer
- ✓ Bertanggung jawab atas aplikasi mulai dari *in* hingga *monitoring* **F9PD**

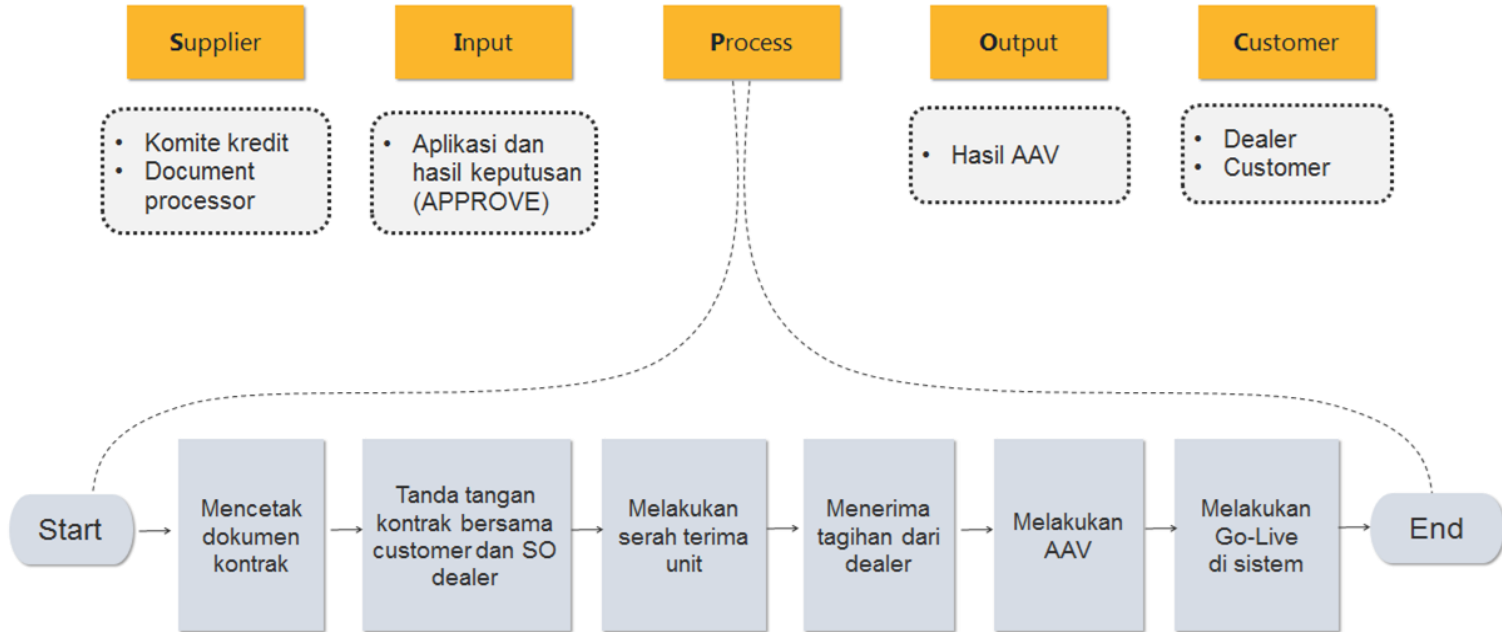
HI-LEVEL PROCESS

Application in - Approval



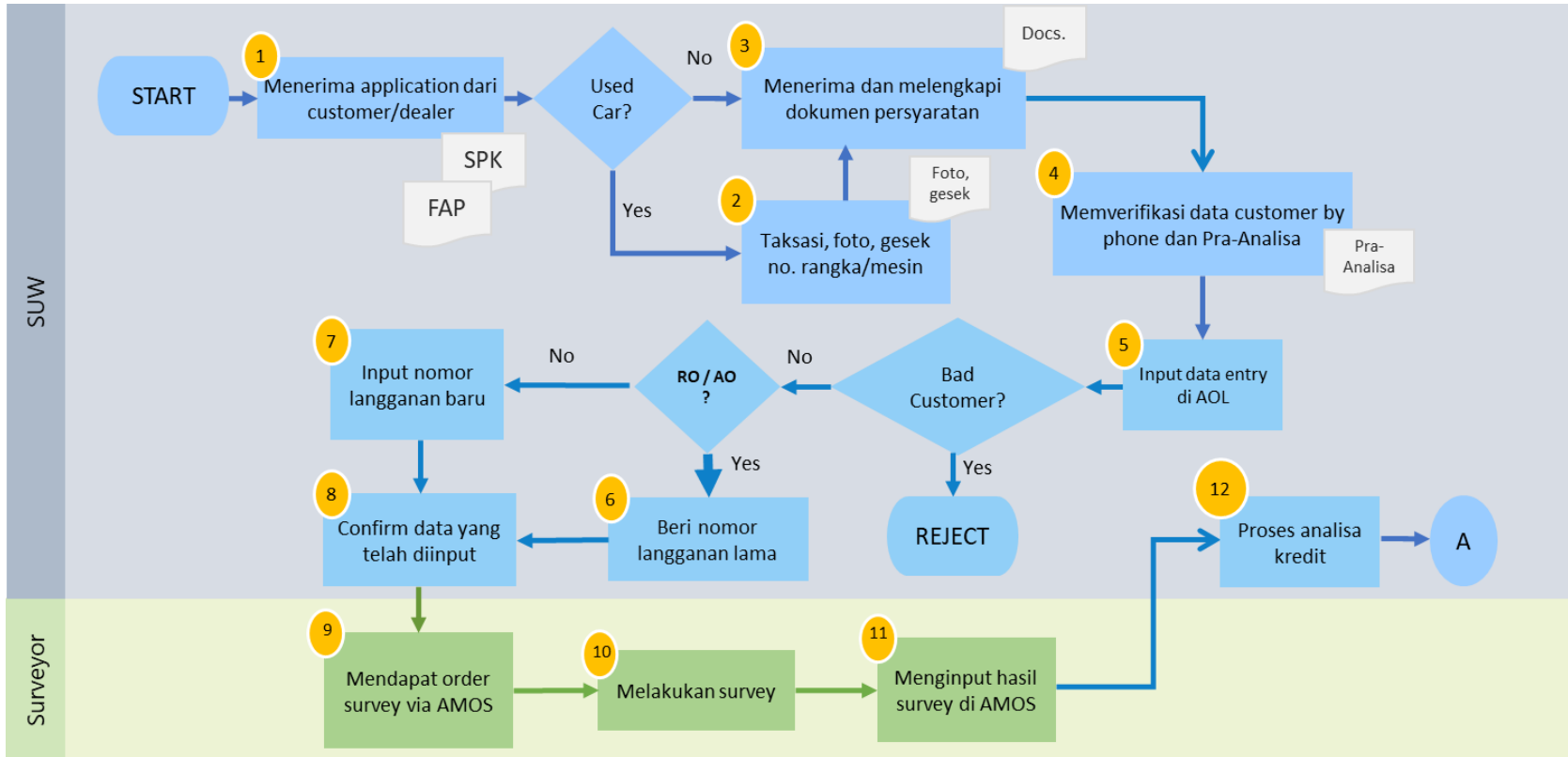
HI-LEVEL PROCESS

Cetak Kontrak – Go Live



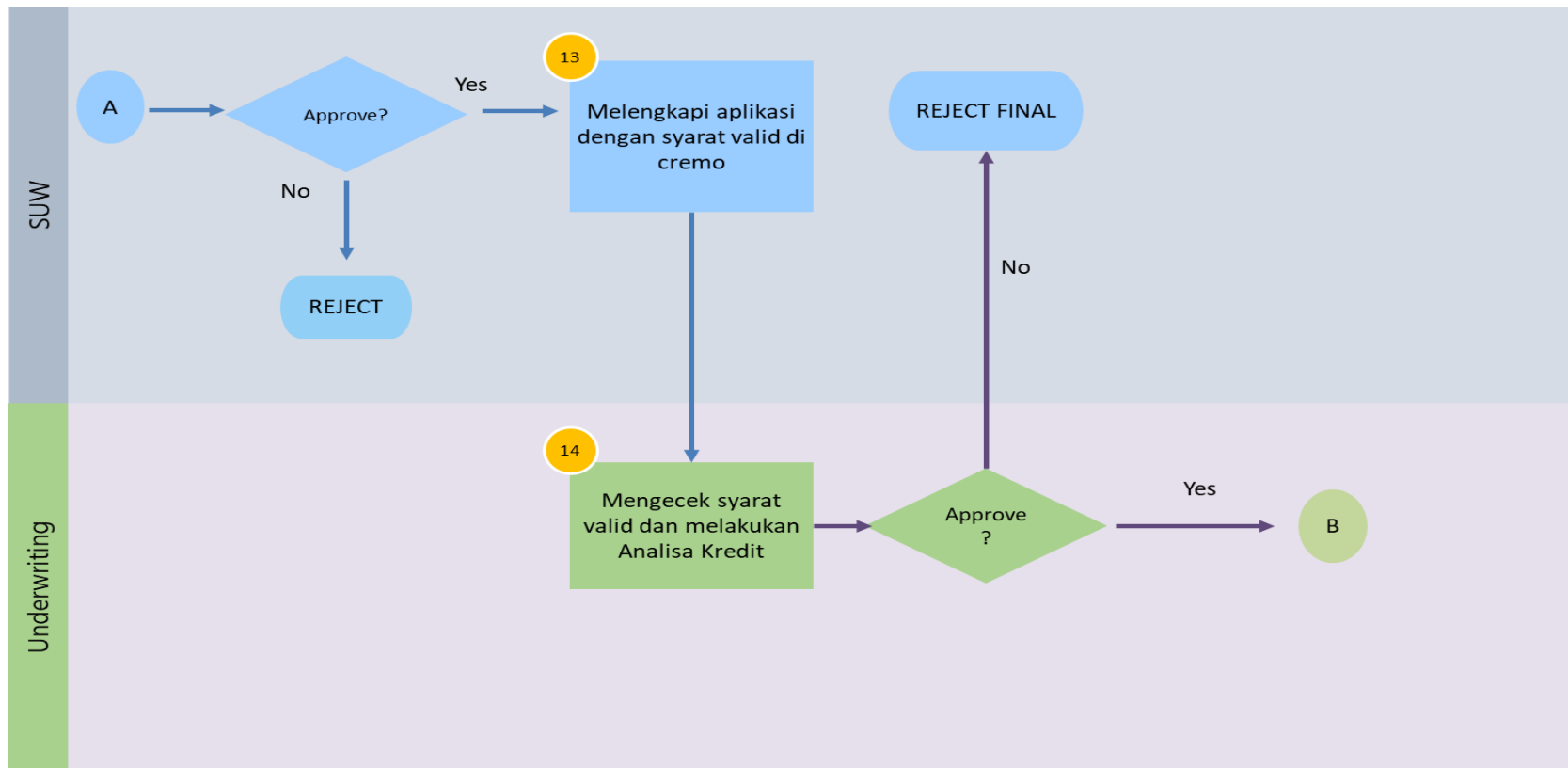
LOW LEVEL PROCESS (1)

SALES UNDERWRITER



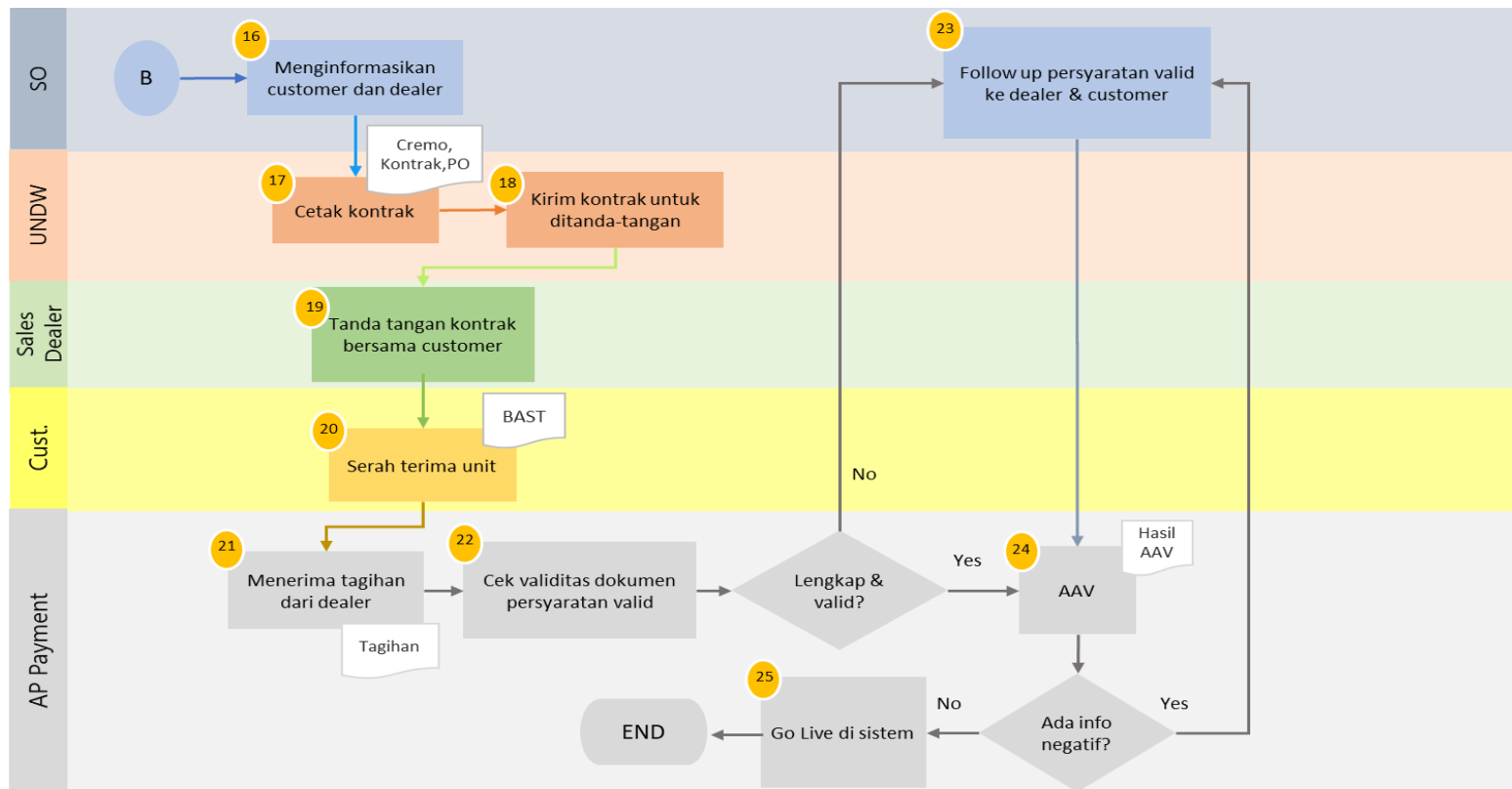
LOW LEVEL PROCESS (2)

SALES UNDERWRITER



LOW LEVEL PROCESS (3)

SALES UNDERWRITER



THANKYOU