



Vacancy Announcement



Exciting Career Opportunity

Foreign Trade Bank of Cambodia (FTB) is the first commercial bank in Cambodia, a truly local bank trusted since 1979. FTB has been providing customers with safe and reliable banking services. With the vision to be the preferred commercial bank in Cambodia, we continue supporting customer to grow and prosper while offering stable and long term career opportunities for all staff. As we are expanding the operation and building a high performing team to support our long-term sustainable growth, we are looking for highly motivated and qualified candidates to join with our “Employer of Choice Bank”

Regional Branch Manager (02 position)

The role of Regional Branch Management is to oversee the daily operations, provide leadership and supports, monitor the business performance and service operation, coach employees, implement changes and ensure regulatory compliance of the branches within the assigned territory/ reporting structure.

Main Duties

- Mentor, coach and support Branch Managers, helping them to be successful in achieving the overall branch business targets
- Collaborate with Branch Management Department (BMD) and other segment heads to establish and achieve meaningful production goals, complete retail initiatives, maintain uniformity of bank-wide best-practices and contribute to retail division long term growth and efficiency
- Maintain effective, positive relationships with branch managers and other staff by consistent in-branch visits, phone calls and email correspondence
- Recognize and reward behaviors, attitudes and results which contribute to the bank’s success
- Maintain on-going recruiting relationships resulting in the hire of skilled employee candidates in order to build and sustain strong branch teams
- Oversee and support with the collaboration from BMD, the regional branch budgeting process
- Provide leadership, accountability and support to Branch Managers in completion of annual branch Assessment and Planning Tool
- Effectively complete assigned performance evaluations and support branch supervisors in this process
- Support other region’s branches in the absence of their assigned Regional Branch Manager
- Coordinate effective staff coverage within assigned region
- Provide accountability and support to Retail Lenders in loan risk management and problem loan resolution
- Effectively complete assigned performance evaluations and support branch supervisors in this process
- Support other region’s branches in the absence of their assigned Regional Branch manager
- Coordinate effective staff coverage within assigned region
- Provide accountability and support to Retail Lenders in loan risk management and problem loan resolution
- Work with retail Operation and other department leads to assess, create and develop new bank efficiencies, products or procedures
- Respond effectively to escalated customer questions, suggestions, concerns and complaints
- Insure appropriate Bank representation at certain regional community events as well as on-going leadership through civic and community organization involvements
- Plan, organize and deliver effective regional meetings and other training as necessary
- Perform other duties as assigned by the management

Skills/ Experiences

- Bachelor Degree in Banking or related field. MBA is preferable
- five years’ experience in bank branch management
- Strong customer network and relationship building skills
- Good organizational and time management skills
- A strong desire to work in a team and deal with challenge
- Excellent negotiation and internal & external relationship building
- Computer literacy and English language proficiency

How to Apply

Interested applicants, please send by email attached with a cover letter and your most updated CV (with current photo) to: hr@ftb.com.kh or submit the hard copy at Our Head Office, Building No. 33 C-D, Tcheoslovaquie Blvd(169), Sangkat Veal Vong, Khan 7Makara Phnom Penh. Only short-listed candidates will be contacted for interview. More information, please kindly contact phone number: 081 666 597/081 444 179



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