

## 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"

### **Corporate Relationship Manager (Lending)** (01 position based on Head Office-Phnom Penh)

This role is directly reported to Head, FI & Corporate Banking Department, the Corporate Relationship Manager will perform the following duties:

#### **Main Duties**

- Lead corporate lending team to provide loans to target borrowers based on Credit Policy of the Foreign Trade Bank of Cambodia.
- Focus on sales annual target, with sustainable growth for the long run, through implementing effective client retention and new client acquisition strategy.
- Manage the quality of lending consistent with the bank's risk appetite.
- Build good relationship with potential customers, management and staffs, and local authorities at all levels to ensure that the bank's lending operation going smoothly and having strong supportive from them.
- Ensure that cross-selling activities, such as collecting deposit, transfer, and other banking product, is widely implemented during loan process.
- Enhance key differentiation and value proposition of the bank's corporate financing and VIP transactions to ensure customers excellence banking experience.
- Evaluate quality of corporate officer(s) and work closely with HR to ensure that they are well-trained and having appropriate experience in loan structuring, lobbying skills, and business communication.
- Initiate new lending-related products to ensure that corporate lending activities and other services offered to customers are effective in accordance with the approved policy and complies with applicable laws and regulations.

#### **Skills/ Experiences**

- Bachelor's Degree or MBA in Management, Finance and Banking, or related field.
- At least 5-year experience in related areas.
- Good team member and leader with ability to build up rapport with departments and business units across the bank.
- Result-oriented personality with motives to drive and achieve defined targets.
- English proficiency, excellent interpersonal, writing and oral communication skills, ability to work under pressure, and excellent computer literacy, e.g., MS applications, and other computer programs.
- A strong desire to work in a team and deal with challenge.
- Good organizational skill, time management, and team building.
- High initiative, commitment, good communication and problem solving skills.

#### **How to Apply:**

Interested applicants, please send by email attached with a cover letter and your most updated CV (with current photo) to: [HR@ftbbank.com](mailto:HR@ftbbank.com) or submit the hard copy at Our Head Office, Building No. 33 C-D, Tchecoslovaquie Blvd (169), Sangkat Veal Vong, Khan 7 Makara, Phnom Penh. Only short-listed candidates will be contacted for interview.

More information, please kindly contact phone number: 081 666 597/081 666 535