



# 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"

### **Relationship Manager (FI & SoE Lending and Financial Service)** (01 Positions based in Phnom Penh)

This role is working in FI & Corporate banking department, The Relationship Manager will have primary responsibilities to promote loan products and services to new potential clients to reach the Bank's strategic objectives for long-term sustainable growth.

#### 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.
- Enhancing key differentiation and value proposition of the bank's corporate lending and VIP transactions to ensure customers excellence banking experience.
- Evaluate quality of team member and work closely with HR to ensure that they are well-trained and having appropriate experience in loan Structure, 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.
- Perform other related duties as assigned.

#### Skills/ Experiences

- Bachelor degree in Finance & Banking or other related fields
- Minimum of 3 – 5 years' experience in the said position.
- Sales skills and understanding of bank's products.
- Ability to work effectively in a team environment with attention to detail and accuracy.
- Good organizational, time management, and strong communication skills (written and verbal)
- Integrity and approachability and working under pressure.
- Computer literacy; in particular, Microsoft Word, Excel and Power Point
- 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](mailto:hr@ftb.com.kh) or submit the hard copy at Our Head Office, Building No. 33 C-D, Tchecoslovaquie 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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[www.ftb.com.kh](http://www.ftb.com.kh)

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