



# 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"

### **Senior Relationship Manager (Public Entities & SoE Relation)** (01 Positions based in Phnom Penh)

This role is working in FI & Corporate Banking Department, the Senior Corporate Executive will perform the following duties:

#### Main Duties

- Collect deposit from Public entities and SoE to reach annual target, with sustainable growth for the long run, through implementing effective client retention and new client acquisition strategy.
- Servicing Public entities and SoE based on Product Policies and procedures of the Foreign Trade Bank of Cambodia.
- Build good relationship with Public entities, SoE, management and staffs, and at all levels to ensure that the bank's corporate business operation going smoothly and having strong supportive from them.
- Ensure cross-selling activities, such as loan referral, transfer, and other banking product, is widely implemented during processes.
- Assist Manager for enhancing key differentiation and value proposition of the bank's Public entities, SoE deposit collection and VIP transactions to ensure customers excellence banking experience.
- Improve work quality through well-trained, and keep learning about sales technique, lobbying skills, and business communication.
- Participate in developing Corporate Deposit policy, procedures/guidelines and promotion scheme to ensure that the deposit collection activity is 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
- At least 2-3 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, 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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[www.ftb.com.kh](http://www.ftb.com.kh)

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