



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”

Office/Manager, Card Business (01 position based in Head Office, Phnom Penh)

The main purpose of the Office/Unit Manager, Card Business position is mainly responsible for driving Card Product/ Services adoption rate through work with sale and marketing teams. He/she is also responsible for driving sale strategy, Card performance monitoring, collecting customer feedbacks and related issues from the field and share to related team for improvement.

Main Duties

- Developing strategy for Card acquisition, and management.
- Work with sales and marketing team on sale target and marketing related activities including campaign and promotional for Card related.
- Manage and work closely with different sales channels to ensure progression to the assigned business targets.
- Explore the new card products and services to feed the market need to increase the non-interest income to the bank.
- Conduct data analytic to improve overall card business, including card acquisition, transaction, event trigger offering, etc.
- Develop value proposition for various customer segments and provide recommendation on Card products offering for enhancement and development.
- Perform other task as assigned by management.

Skills/ Experiences

- Bachelor degree in sales, marketing, banking & finance.
- At least 3-year experience in Card performance management, business development at banks or MFIs.
- Good sales and marketing skills, using data for marketing program and campaign design.
- Be able to communicate in English language, good presentation, influencing and negotiation skills.
- Computer skills, Microsoft Offices, Excel and email.
- Good integrity, positive attitude, helpful, high commitment, competence and motivation.
- Able to work independently, organized, creative and attentive etc.

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, 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 /081 444 197

