



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 Man (Corporate Deposit & Customer Aquisition) (03 Positions based in Phnom Penh)

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

Main Duties

- Lead Corporate Deposit office to reach annual target, with sustainable growth for the long run, through implementing effective client retention and new client acquisition strategy.
- Servicing corporate customers and top depositors based on Product Policies and procedures of the Foreign Trade Bank of Cambodia.
- Build good relationship with potential customers, management and staffs, and public entities at all levels to ensure that the bank's corporate business operation going smoothly and having strong supportive from them.
- Ensure that cross-selling activities, such as loan referral, transfer, and other banking product, is widely implemented during processes.
- Enhance key differentiation and value proposition of the bank's corporate deposit collection 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 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'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.
- 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@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

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