



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 (Corporate Deposit) (01 Positions based in Phnom Penh)

This role is working in FI & Corporate banking department and build good relationship with relevant stakeholders to ensure the bank's corporate business development working smoothly.

Main Duties

- Lead Corporate Deposit team 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, trade financing, transfer, and other banking product, is widely implemented during processes.
- Review and enhance key differentiation and value proposition of the bank's corporate deposit collection and VIP transactions to ensure customers excellence banking experience.
- Evaluate quality and encourage corporate deposit team and work closely with HR to ensure that they are well-trained and having appropriate experience in sales technique, lobbying skills, and business communication.
- Lead team development: 1) Corporate Deposit policy, procedures/guidelines; 2) New related products; and 3) Promotion schemes to ensure that the deposit collection 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/master's Degree in Management, Finance and Banking, or related field.
- At least 5 years of 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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