



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 RM/ RM, Corporate Lending III (01 Positions based in Head Office)

The main responsibility of this role is to assist office manager in leading corporate lending team on providing loan to target customers and monitor the quality of loan and annual sale target for the office and ensure sustainable growth for the long run, through implementing effective client retention and new client acquisition strategy.

Main Duties

- 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;
- Ensure that the quality of lending is 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;
- Enhance key differentiation and value proposition of the bank's corporate lending to ensure customers excellence banking experience;
- Assist Office manager in initiating 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;
- Improve work quality through well-trained, and keep learning about loan structuring, lobbying skills, and business communication.
- Monitor and fulfill performance indicators (KPIs) set by management;
- Perform any other relevant duties assigned by Manager, Corporate Lending Office.

Skills/ Experiences

- Bachelor /Master Degree in Accounting and Finance, economics or a related field.
- At least 5 years or above in lending-related work experience and customer service is preferred.
- Loan assessment Skill;
- Financial analysis Skill;
- Writing Skill;
- Data analysis Skill;
- Good communication and problem-solving skills;
- Outstanding verbal and written communication;
- Strong leadership skill, and ability to work in team flexibly;
- Good negotiation and internal & external relationship building skills;
- English and Computer Skills (Word, Excel, and Power Point).

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, 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

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