



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

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

Main Duties

- Provide loans to target borrowers based on Credit Policy of the Foreign Trade Bank of Cambodia;
- Focus on achieving annual sales target, with sustainable long-term growth through implementing effective client retention and new client acquisition strategies;
- Ensure that the quality of lending is remain consistent with the bank's risk appetite;
- Build good relationship with potential customers, management, 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 deposit collection, 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 an excellence customer banking experience;
- Assist line 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 proper training and keep learning about loan structuring, lobbying skills, and business communication;
- Monitor and achieving performance indicators (KPIs) set by management;
- Perform any other relevant duties assigned by management.

Skills/ Experiences

- Bachelor's/Master's Degree in Accounting and Finance, 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;
- Proficient in professional and formal writing;
- Data analysis Skill;
- Negotiation skill;
- Leadership skill;
- Coaching & Motivation Skill;
- Analytical Thinking;
- 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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