



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, FI Inter-Bank & Multinational Business (01 Positions based in Head Office)

Senior Relationship Manager, FI Inter-Bank & Multinational Business is responsible for building and maintaining strong relationships with corporate clients, driving deposit growth, enhancing customer satisfaction, and delivering customized banking solutions.

Main Duties

- Collect deposit from corporate customers and their relevant stakeholders to achieve annual target, with sustainable long-term growth through implementing effective client retention and new client acquisition strategies;
- Build good relationships with potential customers, management, staffs, and public entities at all levels to ensure that the bank's corporate business operation going smoothly and having strong supportive from them;
- Identify and reach out to customers to promote the bank's products and services through personalized meetings;
- Expedite the resolution of customer problems and complaints to maximize satisfaction and maintain strong client relationships;
- Effectively present, promote, and sell products and services to current and potential customers;
- Coordinate with team members and other departments to improve sales efforts;
- Analyze market potential, monitor sales performance and prepare status reports;
- Provide reports to the product development team regarding potential product improvements and innovations to ensure bank products meet current market requirements;
- Other tasks assigned by management.

Skills/ Experiences

- Bachelor's/Master's Degree in Accounting and Finance, or a related field.
- At least 6 years of Experience in sales and customer service is preferred,
- Sales planning;
- Data Analysis;
- Excellent in selling, negotiation and communication skills
- Coaching & Motivation Skill;
- Leadership Skill;
- Strong Relationship building;
- 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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