



# 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"

### **Manager, Value Proposition Unit** (01 Positions based in Head Office)

This role is responsible for defining and communicating the unique value that the Bank's products or services provide to customers. It focuses on enhancing customer understanding and perception of this value, ultimately driving sales and fostering customer loyalty.

#### **Main Duties**

- Examine all economic, political, social, technological, and environmental factors, as well as current developments, competitor activities, demand levels, and ideas for effective business promotion. This includes establishing cooperation and alliances with business partners and addressing other internal matters that can facilitate the work processes of the VIP Banking Department;
- Maintain key partnerships and collaborations in alignment with the values of VIP Banking;
- Plan and coordinate with all departments involved in customer events, such as workshops and forums;
- Develop a specific plan to maintain contact with customers by focusing on finding new solutions, sending birthday messages, or offering souvenirs on special occasions as appropriate;
- Promote the implementation of service initiatives and standards;
- Perform any other tasks as assigned by management.

#### **Skills/ Experiences**

- Bachelor Degree in Banking, Management or related field.
- At least 5 years' experience in related areas.
- Result-oriented personality with motives to drive and achieve defined targets.
- Good organizational skill time management and team building.
- High initiative, commitment, good communication and problem-solving skill.
- English language proficiency, the Chinese language is a plus (written and verbal).
- Computer literacy (Microsoft 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](mailto: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](http://www.ftb.com.kh)

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