



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 Executive, Trade Finance and Transaction Banking (02 Positions based in Head Office)

Relationship Executive, TF & TB, focuses on building strong relationships with potential customers, management, staff, and local authorities at all levels to ensure smooth trade financing operations and secure robust support for the bank.

Main Duties

- Coordinate the issuance of Letters of Credit and Bank Guarantees for target customers in accordance with the policies of the Foreign Trade Bank of Cambodia;
- Focus on achieving annual sales targets and sustainable long-term growth by implementing effective client retention and new client acquisition strategies;
- Build good relationship with potential customers, management, staffs, and local authorities at all levels to ensure that the bank's trade financing operation going smoothly and having strong supportive from them;
- Ensure cross-selling activities, such as collecting deposit, transfer, and other banking product, are effectively implemented during loan process;
- Assist the manager in enhancing the bank's key differentiators and value propositions for trade financing and VIP transactions to ensure an exceptional customer banking experience;
- Improve work quality through continuous training and ongoing learning in trade finance techniques, lobbying skills, and business communication;
- Share new trade finance-related product initiatives to ensure that trade financing activities and other services offered to customers are effective in accordance with the approved policy and complies with applicable laws and regulations;
- Perform other tasks as assigned by line manager.

Skills/ Experiences

- Bachelor's degree in finance and banking, Business or related field.;
- Fresh graduate or at Least 1 Year experience in sales and banking sector.;
- Transaction Structuring;
- Writing skill;
- English proficiency;
- Good negotiation, interpersonal and communication skills;
- Knowledge of Trade Finance & Transaction Banking Products & Services;
- 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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