



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 Executive, Retail Lending (01 Positions based in Head Office)

The Retail Lending Executive plays an important role in growing retail loan portfolio by determining the financial need and providing lending solutions to clients. The position held responsibilities, including building relationship with clients, analyzing the financial data, writing loan proposal.

Main Duties

- Develop and generate sales opportunities with both new and existing clients to drive business growth and expand the bank's product and service reach;
- Actively promote and sell a full range of banking products to maximize client value, meet their needs, and align with their financial capacity;
- Provide good service and effectively resolve customer complaints to build long-term trust.
- Conduct loan underwriting and credit analysis by Collect customer information, conduct financial assessments, and prepare loan proposals and contracts/disbursement;
- Monitoring overdue loan and follows up on timely manner;
- Ensure compliance to bank policies and regulatory standards to maintain operational integrity and avoid legal or financial risks;
- Complete other work-related tasks assigned by Management.

Skills/ Experiences

- Bachelor's Degree/MBA in Management, Finance and Banking or related field.
- At least 2 years' experience related to the said position.
- Knowledge of retail banking products.
- Loan Underwriting & Credit Analysis.
- Good Credit skill.
- Good Selling skill.
- Good communication in Khmer & English with good interpersonal skills.

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

