Vacancy Announcement

FTB
ធនាគារពាណិជ្ជកម្មក្រៅប្រទេស នៃកម្ពុជា
Foreign Trade Bank of Cambodia

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"

Chinese Speaking Relationship Manager, Deposit (01 Position based in Head Office)

The Chinese Speaking Relationship Manager shall need to cultivate and grow relationships with Chinese clients and financial institutions, drive business opportunities, enhance cross-selling activities, and generate sustainable revenue while ensuring compliance with the Bank's policies and regulatory standards.

*Main Duties

- Build sales pipeline and acquire new Chinese corporates and business relationships to grow the Bank's deposit portfolio.
- Manage and up-tier existing client relationships to enhance customer retention and satisfaction.
- Achieve assigned deposit growth and income targets through proactive client engagement.
- Promote and cross-sell the Bank's products and services to maximize revenue and profitability.
- Identify business opportunities and market trends within the Chinese business community.
- Build a strong network of investors, associations, trade supply chain, and referral sources.
- Prepare business proposals, pricing requests, and strategies to support business growth.
- Conduct KYC, customer due diligence, account opening, and onboarding processes in compliance with regulatory requirements.
- Monitor client portfolios, deposit balances, and account activities to identify opportunities for retention and growth.
- Serve as the primary contact for Chinese-speaking clients, ensuring effective communication and timely resolution of client needs.
- Upskill junior members through on-the-job coaching.

*Skill/Experiences

- Bachelor's Degree in Banking and Finance or related fields
- Master Degree in Business Administration (MBA), Finance and Banking and the like is an added advantage
- Acceptable Chinese language qualification (e.g., HSK Certificate, Chinese language graduation certificate, or equivalent qualifications).
- A minimum of 3 years' experience in banking industry or financial services and some level of leadership taken.
- Minimum of 2 years' experience in customer-facing roles, particularly on loan or deposit portfolios.
- Good knowledge of banking dynamics and insights.
- Experience in managing Chinese corporates.

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, Tchecoslovaquie 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