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"

Senior Global Corporate Relationship Manager, Deposit (01 Position based in Head Office)

The **Senior Global Corporate Relationship Manager**, **Deposit** plays a key role in expanding the Bank's business by developing new client relationships and managing existing accounts. The incumbent is responsible for identifying business opportunities, promoting and cross-selling the Bank's products and services, and driving sustainable revenue growth. The position also supports the execution of strategic initiatives through the preparation of business proposals, management of KYC and onboarding requirements, coaching of team members, and facilitation of special pricing approvals. These responsibilities contribute to strengthening client engagement and creating additional sources of income for the Bank.

*Main Duties

- Build sales pipeline and acquire new multinational corporates, foreign-owned businesses, Financial Institutions (FI), and the other Institutional clients to achieve deposit growth and revenue targets.
- Manage and deepen relationships with existing clients by identifying opportunities for deposit retention, balance growth, and cross-selling of the Bank's products and services.
- Monitor deposit portfolios, account activities, maturity profiles, and potential fund outflows to ensure stable funding and maximize client wallet share.
- Build and expand strategic networks within target industries, supply chains, and business communities to generate referrals and onboard new clients.
- Collaborate with Corporate Lending, Trade Finance, Treasury, and other business units to identify and propose a suitable solution for cash management, payments, trade facilities such as LC and Bank Guarantee, trade finance, Foreign Exchange, and other banking solutions based on clients' business needs.
- Coach team members through knowledge sharing on the products and process, task review, advising proper solutions, and tracking performance.
- Maintain an active sales pipeline through regular client engagements, business development activities, account planning, KYC, and monitoring ensuring compliance with regulatory and Bank policies.

*Skill/Experiences

- Bachelor's Degree in Banking and Finance related fields
- Master Degree in Business Administration (MBA), Finance and Banking and the like is an added A minimum of 5 years' experience in banking industry or financial services and some level of leadership taken.
- Minimum of 3 years' experience in customer facing roles, particularly on loan and deposit portfolios.
- Good knowledge of banking dynamics and insightsadvantage.
- Comprehension of corporate banking products and services for multinational businesses
- Cross-selling skills across deposit, payments, lending, and trade transactions.
- Structuring optimal pricing and fees.
- Know of processes including KYC, product executions, and designated responsibilities among stakeholders.

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