



Vacancy Announcement



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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 Branch Relationship Officer

(02 positions based in Phnom Penh & Siem Reap Branch)

This role is responsible for acquiring & managing the clients to grow the bank’s business. The incumbent will build a thorough understanding of each client’s financial requirements and will focus on sales, retention and building deeper relationships with clients.

Main Duties

- Build and manage a portfolio of clients.
- Identify and maintain good relationships with key business contacts and influencers internal and external.
- Open new account for customers.
- Manage the branch team in the absence of the branch manager.
- Make sales solicitation by visiting customers door to door.
- Seek referrals and cross-selling opportunities from existing customers to other business units of FTB Bank.
- Develop and implement a co-ordinated business development and marketing plan to meet business objectives.
- Continually build product knowledge and awareness throughout the sales network.
- Grow business in the own Branch.
- Perform other duties as assigned by Branch Manager.

Skills/ Experiences

- Bachelor’s Degree in Management, Finance and Banking, or related field.
- At least 3 year in Marketing and Sale with Bank/MFI are preferable.
- Demonstrated a strong customer service and sales-oriented personality.
- Good organizational and time management skills.
- A strong desire to work in a team and sales environment.
- Excellent interpersonal and verbal communication skills.
- Excellent negotiation and internal & external relationship building.
- Computer literacy and English language proficiency.

How to Apply:

Interested candidates, please submit your most updated CV (with current photo) and a cover letter to this mail address: HR@ftbbank.com or at our Head Office, Building No. 33 C-D, Tchecoslovaquie Blvd (169), Sangkat Veal Vong, Khan 7 Makara, Phnom Penh. Only short-listed candidates will be contacted for interview.

More information, please kindly contact phone number: 081 666 597 / 081 666 535

☎ : 023 862 111

E-mail: hr@ftbbank.com

www.ftbbank.com

f : www.facebook.com/ftbcambodia

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Investing in the future