



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”

Manager, Trade Finance Sales Office

(01 position based in Head Office, Phnom Penh)

This role is directly reported to Head, FI & Corporate Banking Department, the Manager of Trade Finance Sales Office will perform the following duties:

Main Duties

- Lead Trade Finance Sales office to reach annual target, with sustainable growth for the long run, through implementing effective client retention and new client acquisition strategy.
- Financing and servicing target customers based on Credit Policy and Trade Finance procedure of the Foreign Trade Bank of Cambodia.
- Manage the quality of trade financing and lending consistent with the bank’s risk appetite.
- Build good relationship with potential customers, management and 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 that cross-selling activities, such as collecting deposit, transfer, and other banking product, is widely implemented during processes.
- Enhance key differentiation and value proposition of the bank’s trade financing and trade transactions to ensure customers excellence banking experience.
- Evaluate quality of Trade Finance Sales officer(s) and work closely with HR to ensure that they are well-trained and having appropriate experience in trade financing, general lending and sales.
- Participate in developing Trade Finance policy and procedures/guidelines to ensure that the trade financing activity is in accordance with the approved policy and complies with applicable laws and regulations.
- Perform other related duties as assigned.

Skills/ Experiences

- Bachelor’s Degree or MBA in Management, Finance and Banking, or related field.
- At least 5-year experience in related areas.
- Good team member and leader with ability to build up rapport with departments and business units across the bank.
- Result-oriented personality with motives to drive and achieve defined targets.
- A strong desire to work in a team and deal with challenge.
- Good organizational skill, time management, and team building.
- High initiative, commitment, good communication and problem solving skills.

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, Tcheoslovaquie 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

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