

## 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, Merchant Acquisition Unit (01 position based on Head Office in Phnom Penh)

This role will directly report to Head, Business Development Department and responsible for portfolio growth through a series of aggressive merchant acquisition, sales and relationship management activities.

#### Main Duties

- To develop business plan, promotional strategy and activities so as to attract and grow new client relationship.
- Acquire various offline merchants - reach out to them, understand their needs and place them in our ecosystem for mutually a beneficial partnership.
- To develop and implement strategies and plans to achieve Pre-agreed volume and revenue/profit targets for the merchant acquiring business.
- Monitor merchant transactions/ volume in formulating appropriate merchant retention strategies to minimize attrition.
- Enhance the service quality and increase merchant pool.
- Understand and consistently assess the market and competitive landscape
- Ensure compliance with FTB’s policies, procedures, and related regulatory requirements.
- Other tasks assigned by manager.

#### Skills/ Experiences

- Bachelor’s Degree or MBA in Business, Finance and Banking, or related field.
- At least 5-year experience in related areas.
- Excellent interpersonal skills with the ability to communicate with customers at all levels.
- Experiences in door to door sales.
- Motivated and driven individual to hit KPIs.
- Strong written and verbal communication skills.
- Excellent follow-up and follow-through skills.
- Knowledge of sales process from initiation to close.
- Good organizational skill, time management, and team building.

#### How to Apply:

Interested applicants, please send by email attached with a cover letter and your most updated CV (**with current photo**) to: [HR@ftbbank.com](mailto:HR@ftbbank.com) or submit the hard copy 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