

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 Business Development Officer (01 position based on Head Office in Phnom Penh)

This role is responsible for improving and growing a business, by fostering and developing relationships with customers, suppliers and other partners, enhancing the operation of the business and improving profitability through careful strategic planning and positioning in the appropriate markets.

Main Duties

- Lead to develop business plan, promotional strategy and activities so as to attract and grow new client relationship
- Identify new business opportunities across geographies, products, chosen target market and segments
- Collaboratively work with related team across branches and department to deliver the best outcome for business development
- Proactively grow and manage new clients to ensure quality and sustainable growth of new relationship
- Understand and consistently assess the market and competitive landscape
- Identify new markets and customer needs.
- Build long-term relationships with new and existing customers
- Understanding of the businesses' products or services and be able to ensure maximum sales result
- Prepare schedules work plan and targets.
- Manage sales & business development process and pipeline to maximize our sales outcomes.
- Train and develop the business development team in line with FTB's training and development program.
- Ensure compliance with FTB's policies, procedures, and related regulatory requirements.
- Other tasks assigned by the management.

Skills/ Experiences

- Bachelor's Degree in Management, Finance and Banking, or related field.
- At least 3 year experience in related areas
- A strong desire to work in a team and deal with challenge.
- Excellent negotiation and internal & external relationship building skills.
- Strong customer service and result-oriented personality.
- Good organizational skill, time management, and team building.
- High initiative, commitment, good communication and problem solving skills.
- Computer literacy and English language proficiency.

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 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