

# BE A PART OF THE ONLY EUROPEAN BANK IN CAMBODIA

Position: **SME-RM Retail Banking – Chaom Chao**

Location: **Phnom Penh**

## Key Responsibilities:

- Meet and exceed the assigned sales and revenue targets through acquiring new customers for deposit, Retail SME and other lending products
- Understand customer's lending needs and provide suitable solutions through consultation
- Collecting supporting documents, prepare credit memorandum with the provision of strong analysis, recommendation and business justification
- Manage and grow existing customer portfolio for FUM, loan, revenue and profitability
- Leverage and expand customer relationship to maximize referral, cross selling and new business opportunities
- Contribute to the business success by initiating and participating in various cold-calling and marketing activities
- Provide high standard of service to all customers at all times and address all customer's complaints/issues in the professional manner
- Manage the quality customer portfolio, maintain accurate records, and always follow the bank's policies and compliance procedures
- Be vigilant on any early credit warning signs and make immediate report on potential financial or operational losses
- Stay updated with bank's products suite, marketing campaigns and competitor's activities to ensure superior product knowledge

## Required Education & Experience :

- Minimum Bachelor Degree
- OR lower degree accepted if at least 3 years' experience in similar position
- Computer literacy and English language proficiency (French language is a plus)
- Proven sales and service record in banking or related industries
- Financial background and credit background

## Required competencies:

- Discretion, integrity and rigor
- Customer focus and strong communication skills
- Strong analytical skills with ability to articulate complex issues
- Confidence, pro-active and ability to work under pressure
- Good planning, negotiation, problem solving & organizing skills
- Desire to go extra and beyond responsibilities
- Be a team player and like to deal with challenges

### How to apply:

Interested candidates is welcomed to send your last updated resume, a copy of Cambodian ID card and a recent passport size (4x6) photograph to the following:

### **BRED Bank (Cambodia) Plc.**

No. 30, Preah Norodom Boulevard Sangkat Phsar Thmey 3, Khan Daun Penh, Phnom Penh. Or email us at [hr@bredcambodia.com](mailto:hr@bredcambodia.com)

### **Deadline:**

18-January-19 For additional information, please visit: [www.bredcambodia.com](http://www.bredcambodia.com)

(All applications will be treated in strict confidentiality)



*Start* WITH BRED | *Grow* WITH BRED

### ABOUT BRED BANK CAMBODIA:

BRED Bank Cambodia is a subsidiary of BRED Banque Populaire, a member of the BPCE Group, the 2nd largest banking group in France, serving more than 31.2 million customers, employing more than 100,000 people worldwide, and counting 9 million cooperative shareholders.

Our objective is to close a gap and offer Cambodian people a trustful interlocutor with who to talk freely about their projects and ambitions. What matters to us is how we can serve you and hope you grow. Start with BRED, Grow with BRED. For more information visit [www.bredcambodia.com](http://www.bredcambodia.com)

### ADDRESS:

#30, Preah Norodom Boulevard Sangkat Phsar Thmey 3, Khan Daun Penh, Phnom Penh

### OPERATING HOURS:

Open 7/7 from Monday to Sunday: 8:00am - 8:00pm