

BE A PART OF THE ONLY EUROPEAN BANK IN CAMBODIA

Position: **Branch Manager- St.27 I**

Location: **Phnom Penh**

Key Responsibilities:

- Manage day-to-day branch operation including sales, service, administration and compliance to ensure smooth business operation
- Produce exceptional results in branch key indicators including the sustainable growth in deposit, loan, number of customers, productivity, revenue and profitability
- Proactively spot business opportunities, put action plans and implement marketing activities to capture business and increase market share
- Ensure key customers of the branch both loan and deposit are well serviced and retained through excellent retention strategy
- Lead and inspire the team to always provide superior service to customers by following the bank's service standard, understanding customer needs and recommending best financial solutions that exceed their expectations
- Lead the team to build and increase sales networks/referrals and maintain deep relationship with customers in order to increase more businesses
- Proactively and regularly identify gaps within branch which include customer dissatisfaction/complaint, team knowledge and productivity followed by the proposed solutions or recommendation and follow up actions to ensure gaps are closed and continuous improvement is made
- Provide regular coaching, encourage and empower team to be at their best, promote two-way communication and create an open, honest and motivating team environment
- Develop and be the role model to the team in following bank's procedures and compliance to ensure no surprise is discovered
- Stay updated with competitors' activities, report make recommendation

Required Education & Experience :

- Minimum Bachelor Degree
- At least 3 years' experience in similar position
- Computer literacy and English language proficiency (French language is a plus)
- Sense of understanding about economic environment and impact of country factors on customer's business as well as the bank

Required competencies:

- Good organizational and time management skills
- Effective communication
- Strong self-motivation and excellent interpersonal skills
- Ability to lead and work effectively in a team environment
- Sound sales and negotiation skills
- Excellent relationship building skills both internal and external

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

Deadline:

10-April-20 For additional information, please visit: www.bredcambodia.com

(All applications will be treated in strict confidentiality)



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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

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