

# WE'RE HIRING!

Position: **RELATIONSHIP MANAGER  
SME-RETAIL BANKING**

Location: **TOUL KORK BRANCH**

**BRED**  
BANK

CAMBODIA

**The smarter  
way to bank.**



**Join the smarter banking team.**

## **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

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- 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:**

please send your last updated resume, a copy of your Cambodian ID card and a recent passport size photograph to 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:**

Applications must be received by 13 December 2020. For additional information, please visit: [www.bredcambodia.com](http://www.bredcambodia.com). **All applications will be treated with the strictest confidentiality.**