

# WE'RE HIRING!

Position: **BRANCH MANAGER**

Location: **STEUNG MEANCHEY  
BRANCH**

**BRED**  
BANK

CAMBODIA

**The smarter  
way to bank.**



**Join the smarter banking team.**

## 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 and make recommendation

## Required education and 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

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- 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**

Please send your up-to-date resumé, a copy of your Cambodian ID card and a recent passport size (4x6) photograph to: BRED Bank (Cambodia) Plc. No. 30, Preah Norodom Boulevard Sangkat Phsar Thmey 3, Khan Daun Penh, Phnom Penh. Alternatively, email [hr@bredcambodia.com](mailto:hr@bredcambodia.com).

### **Deadline**

08 February 2021. For additional information, please visit: [www.bredcambodia.com](http://www.bredcambodia.com)  
**(All applications will be treated with the strictest confidentiality.)**