

WE'RE HIRING!

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

Location: **STEUNG MEANCHEY
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 and 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, analytical and credit background

Required competencies

- Discretion, integrity and rigor
- Customer focus and strong communication skills
- Outgoing personality, confidence and ability to work under pressure
- Autonomous and pro-active

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- 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 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.

Deadline

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