

# WE'RE HIRING!

Position: **RELATIONSHIP MANAGER**  
RETAIL BANKING

Location: **STEUNG MEANCHEY &  
MAO TSE TUNG 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 and lending products
- 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
- Be always attentive to all customer needs, issues or complaints and provide appropriate solutions and effective complaint handling
- Manage the quality customer portfolio, maintain accurate records, and always follow the bank's policies and compliance procedures
- Minimize and make immediate report on any 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, 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
- Good planning, negotiation, problem solving & organizing skills
- Desire to go extra and beyond responsibilities
- Be a team player and like to deal with challenges

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## **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**

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