



Vacancy Announcement



Exciting Career Opportunity

Foreign Trade Bank of Cambodia (FTB) is the first commercial bank in Cambodia, a truly local bank trusted since 1979. FTB has been providing customers with safe and reliable banking services. With the vision to be the preferred commercial bank in Cambodia, we continue supporting customer to grow and prosper while offering stable and long term career opportunities for all staff. As we are expanding the operation and building a high performing team to support our long-term sustainable growth, we are looking for highly motivated and qualified candidates to join with our "Employer of Choice Bank"

Manager, Business Digital Solution & Bill Payment Unit (01 Positions based in Head Office)

The role is responsible for participating in product and service development process, and lifecycle to compete in market and meet corporate customers' demand.

Main Duties

- Conduct market research to identify gap and opportunities within the FIs;
- Analyze competitor offerings and industry trends to inform product development decisions;
- Develop product and service concepts and features, considering feasibility, profitability, and market fit;
- Participate in corporate products and services development concepts and features, considering feasibility, profitability, and market fit;
- Create detailed corporate products and services specifications and documentation;
- Collaborate with business department, marketing department, risk management, legal, and technology teams to develop and launch new corporate products and services;
- Involve in the corporate products and services development lifecycle, from ideation to market launch and beyond;
- Stay up-to-date on regulatory changes and industry best practices in commercial banking;
- Prepare presentations and reports for manager;
- Set the key performance indicators (KPIs) for subordinator and monitor on their performance to achieve the set target;
- Identify the training and development needs for subordinators and encourage them to attend the training;
- Set up or develop policy & procedure and report for Business Channel management unit to ensure work effectiveness;
- Perform other tasks assigned by manager.

Skills/ Experiences

- Bachelor Degree of Business Administration, Finance and Banking or other related fields.
- 3-5 years of experience in related field, preferably in the financial services industry.
- Business Acumen;
- Technological proficiency;
- Data Analysis;
- Microsoft Office Skill;
- Presentation Skill;
- English Language (Other language is a plus).

How to Apply:

Interested applicants, please send by email attached with a cover letter and your most updated CV (**with current photo**) to: hr@ftb.com.kh or submit the hard copy at Our Head Office, Building No. 33 C-D, Tchecoslovaquie Blvd(169), Sangkat Veal Vong, Khan 7Makara Phnom Penh. Only short-listed candidates will be contacted for interview.

More information, please kindly contact phone number: 081 666 597/081 444 179



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www.ftb.com.kh

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