



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"

Relationship Executive, SME Banking Unit (03 in Phnom Penh and Kampong Cham)

Working in the Credit Department and FTB Branches, this role has prime responsibility for growing our loan portfolio by determining the financial need and providing solutions to our clients. The position has wide-ranging responsibilities, including building a relationship with clients, analyzing the financial data, writing loan proposals/memos, and managing our growing loan portfolios.

Main Duties

- Develop and generate sales opportunities with both new and existing customers
- Build and maintain the relationship with new and existing customers
- Promote the Bank's products and services among target customers
- Meet and collect information from customers for loan applications
- Work with new and existing customers to understand their businesses and determine options to support them
- Perform credit analysis in accordance with the Bank's Policies and guidelines
- Prepare and execute loan contract and other related legal documents
- Handle customer complaints and take appropriate action to resolve them
- Monitor and follow up to ensure a timely repayment
- Operate in accordance with the Bank's guidelines and policies, and in compliance with laws and regulations
- Work closely with other team members within the Bank
- Attend the Bank's training program and continue self-development
- Other duties as assigned by the manager.

Skills/ Experiences

- Bachelor in Finance, Banking or related fields
- Proven previous work experience as a credit officer
- Sound understanding of lending products and process
- Abilities to read and analyze financial information and reporting
- Strong desire to work in a team and deal with challenges
- Good communication, problem-solving, negotiation, relationship building, and interpersonal skills
- Cambodian national only and able to read and write Khmer
- Good organizational and time management skills
- Computer literacy (Microsoft Office: Word and Excel) with proficient Khmer typing skill
- English language proficiency.

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



+855 23 862 111



hr@ftb.com.kh



www.ftb.com.kh

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