



ធនាគារ ស្ថាបនា
SATHAPANA BANK

Regional Manager (05 positions)

Phnom Penh (02), Kampot (01), Prey Veng (01), and Sihanouk (01)

Responsibilities

- Establish all operational support mechanisms and enforce them for smooth branch operations,
- Achieve business goals and revenue targets
- Achieve the business/ sale budget and targeted market share by the bank in the assigned region
- Collaborate with senior management to develop sales plan and target sales budget annual, quarterly and monthly for the assigned region
- Analyze regional market trends and discover new opportunities for growth
- Develop specific plans to ensure growth both long and short-term which cover all products and services and cross sell culture
- Initiate marketing program/ campaign activity from time to time in the assigned region and monitor customer service to achieve sales objectives and customer satisfaction through the team
- Build a winning team by recruiting, hiring, training, coaching, evaluating, motivating, and rewarding sales people
- Provide support on coaching and strategy to ensure branch/ team understand their direction and daily approaching potential customers for both calling appointment in the professional manner
- Manage daily, weekly, monthly report action plan and result performance of the branch/ team and report to direct supervisor
- Ensure the branch/ team daily update customer profile, close deal, and lose in salesforce accurately
- Perform other tasks assigned
- Be able to travel is a must

Qualifications

- Bachelor's degree in Business administration, management, or a similar field preferred
- At least 3 years of working experience in management and leadership
- Excellent communication, leadership and decision-making skills
- Ability to do multitask and work efficiently under pressure
- Strong analytical, problem-solving skills and project management
- Good at English and Microsoft Office (Words, Excel and PowerPoint)

To Apply

Interested candidates are encouraged to apply via chhay.sreythuy@sathapana.com.kh
sien.sokunthea@sathapana.com.kh

For more information, please contact us 096 817 8888/ 096 958 7777 or go to
<https://www.sathapana.com.kh/careers/job-opportunity/>