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SATHAPANA BANK

Relationship Manager, Merchant Acquisition

Based in Phnom Penh, Cambodia.

Responsibilities

- Actively assist in reviewing business performance to maximize productivity as well as identify poor branch/individual performance and recommend further action plans.
- Acquires business partnerships (POS and SME QR merchant) to accept payment with all SATHAPANA's Visa, ATM card holders, and SME QR Pay.
- Lead and manage sale team under supervision on acquiring POS and SME QR merchants.
- Collectively work with other deposit and lending relationship managers and branch's network to acquire existing and new POS and SME QR merchants.
- Ensure the marketing budget is monitored and applied accordingly to the approved plan.
- Actively promote Sathapana's corporate identity, products, and services through various educational institutions.
- Do research on competitors and customers to recommend to the branding and marketing strategy team to initiate a good and aligned strategy.
- Create necessary guidelines, policies, and define work procedures for the bank and team.
- Comply with the SPN's internal regulation.
- Other tasks assigned by senior manager, merchant acquisition and digital payment from time to time.

Qualifications

- Bachelor /master's degree in finance & banking or other related degrees
- At least 3 years' experience in banking or related filed.
- Knowledge in Merchant Acquiring Service and Digital Banking Service within financial institution.
- Ability to multi-task and strong organization skills is essential.
- Good Communication skill and strong team player
- Good in verbal and written English

To Apply

- Interested candidates are encouraged to apply via job@sathapana.com.kh
- For more information, please contact us at 023/ 081 999 010/ 096 258 0666 or go to <https://www.sathapana.com.kh/careers/job-opportunity/>