



ធនាគារ ស្ថាបនា
SATHAPANA BANK

Officer, Direct Sales Channel

Based in Phnom Penh, Cambodia.

Responsibilities

- Source and build potential customers pool and introduce CASA, QR Marchant and credit card services
- Do market sensing on competitor's activities and product development
- Call and approach potential customers for services appointment and presentations
- Build relationship with existing and new customers and business partner
- Solve customers' complaint and provide the good customer services
- Review DSA's pre customer's application and recommend for further approval
- Manage sales team of daily sales activity and route plan
- Update daily and weekly sales report and improvement plan
- Work closely with PIC at other cross functional departments to support saving products, QR Marchant and credit card business such as marketing, credit operation, business development
- Manage quarterly customer feedback survey to fulfil business gap and report for further improvement
- Recruit and train new updated products to new sales agent members
- Assigned KPI and sales target monthly, quarterly, and annually

Qualifications

- Bachelor's degree in Business, Management, Banking, or other related fields
- Strong communication and interpersonal skills
- Good collaboration and problem solving
- Critical thinking and analytical skills
- Good at English and Microsoft Office (Words, Excel, and PowerPoint)

To Apply

- Interested candidates are encouraged to apply via job@sathapana.com.kh
- For more information, please contact us at 023/ 081 999 010/ 096 257 9666 or go to <https://www.sathapana.com.kh/careers/job-opportunity/>