



ធនាគារ ស្ថាបនា
SATHAPANA BANK

Assistant Relationship Manager, Financial Institution

Based in Phnom Penh, Cambodia.

Responsibilities

- Assist team lead to monitor and drive banking products and services sales also instill cross-sales culture to ensure the effective sales of both banking products and services.
- Support team lead to manage relationships with financial institutions Customers to ensure the revenue growth in prospecting new business and retaining and expanding existing customer relationships.
- Develop portfolio with either commercial or corporate clients by building a profitable business relationship, prospects, and networks to ensure the customer satisfaction in the community for the purpose of bringing new business clients to the bank
- Monitor, support and enhance an on-going portfolio basis at branches to ensure that business grows effectively
- Support team leader on monitoring credit quality of portfolio for risk recognition & assigning proper risk rating for each relationship.
- Support team leader to identify FIs relationships within the accepted industries. Extend new & existing FIs relationships. Ensure quality of portfolio is satisfactory.
- Support team leader in business crossing selling and business referrals.
- Directly and indirectly responsible to manage FIs portfolio, (Number of relationships and average size of the portfolio to be agreed with the Team Leader.)
- Prepare credit memorandum, credit review, and other related proposals in commercial segment.
- Follow Up the quality of portfolio in order to ensure that there are no direct credit losses.
- Ensure all documentation is valid and complete in assigned portfolio.
- Be highly responsive to customer needs & ensure client satisfaction in an environment where client needs are constantly changing.
- Execute other business projects related to commercial banking assigned by line manager.

Qualifications

- Bachelor's degree in Business or related fields
- At least 2-year-experience in direct lending or credit support related experience with focus on business relationships, marketing, and sales in banking industry
- Extensive knowledge of Commercial Banking products and services
- Good understanding on financial compliance, risk management and regulatory requirements

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/>