



សាធាបណា ឥណទាន
SATHAPANA BANK

Relationship Manager, Asian Desk

Based in Phnom Penh, Cambodia.

Manage a portfolio of retail customer target to Taiwanese, Hong Kong, Chinese and Malaysian; serve as their primary point of contact and financial advisor as well as prospect and acquire new retail customers to grow the Bank's revenue for the assigned industry in line with the Bank's strategy both loan and deposit.

Corporate relationship management to develop and implement account plans for the existing portfolio within the assigned industry target market, recommend, structure and sell solutions that address the customers' needs, with the support from the solution/product teams in order to meet assigned goals and target.

Responsibilities

2.1. Day-to-Day Operation

- Grow portfolio of retail customer both loan and deposit to build a strong relationship with both existing clients and prospective customers.
- Identify potential customers and bring in the new deposit base and clients for the segment
- Procure new business through customer acquisitions and manage relationships with existing customers
- Provide financial advice, consultation and dispensing customized solutions in alignment with the banking standards and industry regulations
- Deliver client satisfaction through tailored solutions according to client objectives and service issue resolution
- Conduct financial portfolio management for clients through quality advice and recommendations with a suite of banking



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2.2. Business Supporting

- Driving customer satisfaction, developing and growing relationships with existing and potential customers, identifying opportunities for business development and guiding product development.
- Set up and lead Asian Desk unit with proper business plan and KPI
- Support marketing activity and sales activity by making or updating tariffs/leaflets /Presentation.

2.3. Compliance Control

- Make sure client profiles or documents are compliance by law and internal procedure.

2.4. Other Tasks

- Other tasks assigned by line manager

Qualifications

- Bachelor's degree of Banking, Finance, mathematics, statistics, economics, or other related skills.
- Business written and verbal communication skills both in English and Chinese.
- Highly welcomed if there is an experience to work in a financial institution, especially Banks.
- Highly welcomed if there is an experience to work with Chinese people and working or studying in Chinese is even better.
- Good knowledge of excel or other data analytical program.
- Knowledge of other MS skills like PowerPoint
- High potential for sales skills in terms of personality

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/>