



ធនាគារ ស្ថាបនា
SATHAPANA BANK

Relationship Manager, Payment and Cash Management

Based in Phnom Penh, Cambodia.

Responsibilities

- Develop initiatives to activate and strengthen customer relationship for the Bank's existing customer base to push cash management service utilization
- Constant finding out about market needs on cash management/transaction banking, building business cases to support new product initiatives and working with the team to develop product packages/bundles/initiatives to generate sales and maximize the Bank's fee-based revenues
- Constant working with the team to enhance existing products and services based on the customers' needs, competitor benchmarking, and the Bank's policy
- Develop action plans and strategies to channel the Bank's new and existing products and services
- Identify customer segment and constantly developing strong and healthy pipeline/potential deals to grow customer base for cash management/transaction banking activities
- Regularly providing supports and training across various customer touch-points, including branches, sales team, call center etc
- Support sales calls and participating in response to Request For Proposals from customers where required
- Attend day-to-day business operation within Business Development Team
- Others tasks as assigned by line manager

Qualifications

- Bachelor's degree in Finance and Banking, Accounting or other related field
- At least 3 years of working experience in banking sector with minimum 2 years of experience in cash management and customer acquisition
- Highly motivated self-starter with strong analytical skills, and the ability to deliver targets
- Good negotiation, interpersonal and communication 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/ 096 258 0666 or go to <https://www.sathapana.com.kh/careers/job-opportunity/>