



**ធនាគារ ស្ថាបនា**  
SATHAPANA BANK

## Manager, Digital Product Development

Based in Phnom Penh, Cambodia.

### Responsibilities

- Define the vision, mission, and roadmap of digital banking platform for corporates
- Lead and drive the growth of the products to achieve the goal and align with bank's objective.
- Develop pricing and positioning strategy of the product for various customer segments.
- Gather, manage, and prioritize market/customer requirements and feedbacks from all channels.
- Develop the business case for new products, improvements to existing products, and business ventures and recommend for relevant committees/management approval.
- Works closely with stakeholders includes technical, marketing, sales and product supports to ensure business case and customer satisfaction goals are met and comply with regulatory requirement.
- Drive product launches including working with various stakeholders include marketing team, executives, and other product management team members.
- Monitor and evaluate product performance to ensure constant product iteration and improvement.
- Structure a market intelligence research program to collect the current data that lead to better decision, increased market share and improve product positioning.
- Manage and co-ordinate on report requirement of products/services for regulators, management, branches, and relevant business team.
- Develop the necessary product material and provide training/refreshment to sale teams and other related departments.
- Responsible for driving growth of key segments impacting acquisition of new corporate customers and overall revenue growth
- Be the subject matter expert for digital business solutions for corporate customers
- Other tasks assigned by the department head

### Qualifications

- At least 3 years of experience in similar position in banking or related filed.
- Ability to multi-task and thrive in an environment with shifting priorities and time-sensitive deadline
- Excellent analytical, problem-solving, and decision-making skills
- Good knowledge of marketing principles and Banking operations
- Good at English and Microsoft Office (Words, Excel and PowerPoint).
- Fluent in verbal and written English

### To Apply

- Interested candidates are encouraged to apply via [job@sathapana.com.kh](mailto: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/>