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SATHAPANA BANK

Relationship Manager, Financial Institution

Based in Phnom Penh, Cambodia.

Responsibilities

- 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 to manage relationship with financial institution customer to ensure the revenue growth in prospecting new business and retaining and expanding existing customer relationship
- 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 grow effectively
- Support team leader on monitoring credit quality of portfolio for risk recognition and assigning proper risk rating for each relationship
- Support team leader in business crossing selling and business referrals
- Manage FIs portfolio, number of relationship 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 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 and ensure client satisfaction in an environment where client needs are constantly changing
- Provide competitive market information
- Execute other business projects related to commercial banking assigned by line manager

Qualifications

- Bachelor's degree in Business Management, Economic, Finance and Banking, or other related fields
- At least 2 years of working experience in direct lending or credit support or 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
- 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/>