



Senior Commercial Banking Officer

Head Office, Phnom Penh, Cambodia | Closing Date: 15 February 2019

Apply to chea.vanna@sathapana.com.kh

Job Description

We are looking for a Senior Commercial Banking Officer who will be responsible for the sourcing, securing, developing, and retaining profitable banking relationships. Primary focus is on finding new business opportunities to sell banking products and services through presenting new lending opportunities, cross selling, and other business to existing clients.

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
- Manage relationships with Commercial Banking, Corporate Banking, or Community Banking Commercial 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 insure the customer satisfaction in the community for the purpose of bringing new business clients to the bank
- Execute and develop financial portfolio management for the effectiveness of banking management solution
- Monitor, support and enhance an on-going portfolio basis at branches to ensure that business grows effectively
- Manage and develop the processes, policies, procedures for the effective improvement of Commercial Banking
- Execute other business projects related to commercial banking assigned by line manager

Qualifications

- Bachelor Degree in Business Management, Finance and Banking or other 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
- Strong sales management and demonstrate tactical selling and negotiation skills
- Proficiency in building and maintaining positive client relationships
- Demonstrates excellent verbal and written communication skills
- Good at verbal and written communication, analytical and complex problem solving skills

How to apply

- Interested candidates are encouraged to send an updated CV to job@sathapana.com.kh
- For more information, please contact us via 096 958 7777/ 096 418 2222 or go to www.sathapana.com.kh