



Manager of Cash Management and Special Acquisition Unit

Phnom Penh, Cambodia | Closing Date: 15 March 2019

Apply to chea.vanna@sathapana.com.kh

Job Description

We are looking for a Manager of Cash Management and Special Acquisition Unit who will be responsible for developing action plans and strategies to channel the Bank's new and existing products and services, Identifying customer and regularly providing supports and training across various customer touch-points, including branches, sales team.

Responsibilities

- Developing initiatives to activate and strengthen customer relationship for the Bank's existing customer base to push cash management service utilization
- Constantly 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
- Constantly working with the team to enhance existing products and services based on the customers' needs, competitor benchmarking, and the Bank's policy
- Developing action plans and strategies to channel the Bank's new and existing products and services
- Identifying 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 centre etc.
- Supporting sales calls and participating in response to Request For Proposals from customers where required
- Attending day-to-day business operation within Business Development Team
- Others tasks as assigned by line manager

Qualifications

- Master or Bachelor degree in finance & banking, business or a related field
- At least 3-year-experience in industry of bank, MDI, or MFI
- A highly motivated and self-leadership with strong analytical skills, and the ability to deliver result
- Proficiency in English and Chinese is a plus
- Good negotiation, interpersonal and communication skills

How to apply

- Interested candidates are encouraged to submit the updated CVs and Cover Letters to job@sathapana.com.kh or chea.vanna@sathapana.com.kh
- For more information, please contact us via 096 958 7777/ 096 418 2222 or go to www.sathapana.com.kh