



Head of Business Development

Closing date: 15th April 2019 | Apply to: chea.vanna@sathapana.com.kh

Job Description

- Head Office (01)

Responsibilities

- Provide market feedback to the company leadership regarding competitive offerings and prospect needs and generate product development ideas in developing and updating products and services strategy based on market needs and competitors' position while maintaining good profitability.
- Originate new products in concert with customer needs and business model, select correct design concepts and fundamental technology for new and improved products, and oversee key projects, processes, performance reports, data and analysis.
- Develop new business partnerships with banks, payment companies and insurance companies to explore new business opportunities and provide more value to clients.
- Develop strategic development plan and execution, policy and procedure development as well as driving sales target and retain Sathapana Bank's position at the forefront of Cambodia's Banking Sector.
- Plan and coordinate the implementation of business plans and the penetration of new markets, and all product development projects and services.
- Drive sales and service direction by working closely with related concerned department in developing market studies to assess market development and production organization, future market situation and competitor evolution, and prepare results analyses.
- Ensure articulation of the organization's desired brand image and position, assure consistent communication of image and position throughout the organization among both internal and external stakeholders.

Qualifications

- Bachelor degree in business or a related field
- At least 5-year-experience in industry of bank, MDI, or MFI
- Experience in working with senior management to align sales strategies and solutions
- Experience of working in a corporate /business focused environment
- Excellent negotiation skills, proven track record of successfully pitching for new business
- Proven track record of increasing revenue through generation of leads

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