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SATHAPANA BANK

Manager, Payment and Cash Management

Based in Phnom Penh, Cambodia.

Closing Date: 10th December 2020

Responsibilities

- Develop initiatives to activate and strengthen customer relationship for the bank's existing customer to push cash management service utilization
- Find 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
- Work with the team to enhance existing products and services based on the customers' need, competitor benchmarking, and the bank's policy
- Develop action plans and strategies to channel the bank's new and existing products and services
- Identify customer segment and constantly develop strong and healthy pipeline as well as to grow customer base for cash management/transaction for banking activities
- Provide regularly support and training across various customer touch-points including branches, sales team, call center etc.
- Support sales call and participate in response to request for proposal as required
- Attend day-to-day business operation within Business Development Team
- Others tasks as assigned by line manager

Qualifications

- Bachelor's degree in Finance and Banking, Accounting or other related degrees
- At least 3 years of working experience in banking sector with minimum 2 years of working experience in cash management and customer acquisition
- Highly motivated, analytical skills, and the ability to deliver targets
- Good negotiation, interpersonal and communication skills
- 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/>