



# Vacancy Announcement

## Exciting Career Opportunity

Foreign Trade Bank of Cambodia (FTB) is Cambodia's first and foremost bank. It has been providing customers with safe and reliable banking services for over 37 years. With our head office in Phnom Penh, we currently operate eleven branches and office in Phnom Penh, Sihanoukville, Siem Reap, Battambang and Kampong Cham province and plan to continue expanding our distribution network. In order to cope with the growth, we are looking for highly motivated and qualified candidates to join with our "*Employer of Choice Bank*":

### **Sales Officers (08 positions based in Phnom Penh)**

This role is responsible for acquiring & managing the clients to grow the bank's business. The incumbent will build a thorough understanding of each client's financial requirements and will focus on sales, retention and building deeper relationships with clients.

#### **Main Duties**

- Meet with clients to promote and sell the Bank's services and products and to achieve sales targets
- Process new account opening
- Grow the business by creating effective referral networks and build relationship with key business contacts
- Continually build product knowledge and awareness to promote and sell the bank's products and services
- Ensure compliance with the Bank's policies and procedures
- Assist others where needed

#### **Skills/ Experiences**

- Bachelor Degree in Banking, Marketing or related field
- Minimum of one year in Marketing and Sale with Bank/MFI are preferable
- Strong customer service and sales-oriented personality
- Previous sales experience is highly recommended
- Good organizational and time management skills
- A strong desire to work in a team and sales environment
- English language proficiency, Chinese language is a plus
- Computer literacy in Microsoft Office Word & Excel

#### **How to Apply:**

**Submission Deadline:** 31 Aug 2017 at 05:00 PM

Interested applicants, please send by email attached with a cover letter and your most updated CV (with current photo) to: [hr@ftbbank.com](mailto:hr@ftbbank.com) or submit the hard copy at Our Head Office, Building No. 33 C-D, Tcheoslovaquie Blvd (169), Sangkat Veal Vong, Khan 7 Makara, Phnom Penh. Only short-listed candidates will be contacted for interview.

Please visit our website: <http://www.ftbbank.com/vacant-and-career> for more available vacancy.