



Relationship Manager (Cooperate)

Responsibilities:

- Fully follow the strategy and instruction or advice from Management team to find target cooperate customers, ensuring to performing meet and exceed assigned sale and revenue targets.
- Master the Knowledge of lending products, services, and credit principles, and be able to enhance the team's capabilities on these knowledge.
- Conduct site visit of business premises and collaterals and manage the client information and document.
- Be first to handle customer's compliment and complaints, and lead the necessary action on business/ staff/ process improvement driven from those complaint and compliment.
- In-depth knowledge of local market, industry and competitors, be able to channel the insight across the team, and then take necessary actions on business strategic activities.
- Actively handle the process management and enhancement to ensure team comply with the standard quality and compliance requirement, and in addition lead the initiatives on business process improvements.

Requirements:

- Bachelor Degree / Master Degree in Banking and Finance or related fields
- Over 5 years working experience in Banking Industry
- Strong social and marketing experience
- Demonstrated understanding of local corporates business needs and expectations
- Good command in English and Chinese would be a plus

Apply Now!

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