

Job Title : Senior Officer, Trade Sales and Transaction Product

OVERALL PURPOSE:

- ◆ Handle sale performance for Trade Finance and Fis Department such as Trade Finance and Services, and Remittances.
- ◆ Develop, manage, and grow Trade Client base within a defined geographic Branch(es)
- ◆ Work closely with sale management to evaluate sale process to ensure quality.
- ◆ Deliver sales report and other intelligence important to success of teams.
- ◆ Acquire new Trade / Corporate customers for the bank.

RESPONSIBILITIES:

- ◆ To achieve revenue targets under Trade, and Remittances
- ◆ To develop and build client base for Bill collection business to the targeted segment.
- ◆ To work with Strategic Planning Team to understand the risk and opportunities between sale projections, Target, and Internal Profit and Loss.
- ◆ To support Branch(es), who refer client in term of sales of trade and remittances.
- ◆ To collect sale data and report the sale data.
- ◆ To monitor on transactions performed by customers and identify the drop if any and report for urgent action taken.
- ◆ To ensure our services and support are prompted and ensure customer's good experiences in term of products and services experiences and customer behaviour.
- ◆ To monitor on customers' behaviour toward our services and pricings.

REQUIREMENTS

- ◆ Bachelor's degree/master's degree in business, and or Finance and Banking
- ◆ Certificate of recognition that have been attended in Sale Techniques
- ◆ 3 years in Trade Operation to understand about Trade Flow
- ◆ 2 years in Trade Sale experiences
- ◆ Experience in managing a teamwork and portfolio of business customers.
- ◆ Understanding of economic climate and impact of country factors on customer's business as well as the bank
- ◆ Understanding of banking products and services especially trade finance and remittances
- ◆ Profound Knowledge of the banking industry's performances.
- ◆ Practical knowledge of operational risks
- ◆ Profound knowledge in Trade and Remittances
- ◆ Knowledge of Letter of Credit, Bank Guarantee, Trust Receipt, Fund Transfer, and Shipping Guarantee
- ◆ Excellent Sales, customer service and interpersonal skills
- ◆ Organizational and time management skills



- ◆ Ability to priority tasks and delegates when appropriate.
- ◆ Sound written and verbal communication skills.
- ◆ Data Analysis skill will be value added.
- ◆ Firm commitment in managing sales growth.
- ◆ Good attitude especially has dignity, respect, and self-leadership skill.
- ◆ Good team work

Contact Info:

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