

Job Title : Head Business Banking Officer

OVERALL PURPOSE:

- ◆ Responsible for the development and execution of the bank's commercial strategy and opportunities.

RESPONSIBILITIES:

- ◆ Identifies growth markets, drives revenue and market share growth.
- ◆ Scales the bank's business.
- ◆ Develops an integrated approach to business development, sales, marketing, product development, and the customer experience/interaction.
- ◆ Develop sales strategies and set targets on the different distribution channels
- ◆ Ensure the efficiency of the sales processes through channels of distribution
- ◆ Continuously assesses market and customer analytics.
- ◆ Establishes and implements strategies that have long-term impact on business results in alignment with organization objectives.
- ◆ Leads multiple teams of managers.
- ◆ Ensures appropriate talent selection, organization and leadership for major areas of the organization.
- ◆ Developing strategies for achieving the annual target of the department and the overall bank performance;
- ◆ Provide technical and strategy support to RM by implementing agreed actions to retain and grow the business base, sustain and increase profitability, realize new business, and efficient and effectively assess and managing credit risk and costs.
- ◆ Optimize the existing resources to capture new business opportunities from customers and customize existing products or process flows to satisfy the customers;
- ◆ Review and prepare Credit Proposal for new and existing corporate/commercial customers in accordance with bank's policy and proceed to Credit Analyst team;
- ◆ Ensure credit facility and business process comply with AML, internal policies including regulatory guidelines, manuals and all other rules and regulations;
- ◆ Defense the credit proposal against credit risk management and approving authority especially with headquarters' authorizers;
- ◆ Conduct periodic review on the facilities granted to customers through site visit and analytical review on the financial figure and performance;
- ◆ Monitor team's activities and result report such as loan portfolio, executed plan, performance achievement, and any proposal on a regular basis to CEO;
- ◆ Liaised with branches and other departments in delivering high quality of service to the customers;
- ◆ Resolve customers issue such as credit facility, trade finance, deposit, and other related;
- ◆ Other tasks assign by CEO.



QUALIFICATIONS REQUIREMENTS:

- ◆ Have strong business and financial acumen with 10+ years of relevant experience in banking.
- ◆ Think at a systems level and can distill and convey complex information in a compelling manner.
- ◆ Able to build trust with leadership, as well as with internal and external stakeholders at all levels.
- ◆ Impeccable communicator in any medium: in presentations and internal memos; in emails and Slack; in person during one-on-ones; and presenting in front of large audiences.
- ◆ Thrive in an incredibly fast-paced, ambiguous work environment with action-orientation and drive.
- ◆ Possess extreme attention to detail, a sense of urgency, reliability, and commitment to mastering your work.
- ◆ Gracefully challenge current wisdom and accept nothing without data and independent analysis.
- ◆ Demonstrate strong judgment in your decision making and have exceptional time management and prioritization skills; you're able to see the "big picture" and the details.
- ◆ Maintain professional discretion with sensitive and highly confidential information at all times.
- ◆ Fluent in Khmer & English. Plus Mandarin is preferred.

Contact Info:

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