

WE'RE HIRING

AMK Microfinance Institution is one of Cambodia's leading microfinance institutions, with coverage all over the country. AMK employs over 3,700 staff serving almost 1,000,000 clients in nearly 13,000 villages across Cambodia, 91% of all villages. We are looking for a talented and committed individual to join our diversified team, and offering attractive career prospects across branches and departments of our business.

A job at AMK is more than just a paycheck - we support our employees in their development and growth and help them explore their unique strengths.

Job Title	:	Relationship Manager, Oversea Desk (01 Post)
Report To	:	Head of Deposit and Services
Location	:	Head Office
Closing Date	:	May 17, 2024

Job Responsibilities:

- ▶ Deposit and Services Oversea Desk to ensure overall achievement of the commercial and superior banking sale target such as CASA growth, deposit balance, payroll, and payment.
- ▶ Build market network and conduct sales approaches to potential clients, especially key Chinese or oversee desk Individuals, SMEs and Corporate Clients.
- ▶ Make appointment and conduct sale presentation to promote deposit and premium banking services to potential target customers.
- ▶ Work with bank partnership and other relevant stakeholders to deal cross border transaction.
- ▶ Manage and build relationship with existing customers to maximize the cross-selling opportunities on all available financial products and services of the company.
- ▶ Develop and manage referral from both existing clients or other sources.
- ▶ Keep up-to-date the competitors' information, including their products, services and other marketing activities.
- ▶ On-board new merchant and maintain existing merchant under target segment with proper visit.
- ▶ Contribute in customer referral or cross selling of other products if there is a need.
- ▶ Keep up-to-date with AMK's marketing activities, products & services, and its products and market proposition to ensure both new and existing customers could be well educated and leveraged as much as possible the opportunities to support their businesses.

Qualification and Experiences:

- ▶ Bachelor's Degree in Banking, Management, Business Administration, or Marketing.
- ▶ At least 2-year experience in banking, microfinance or other field of business operations, especially involving with segments of SME, commercial and high profile individual customers.
- ▶ Good relationship networks, especially with segments of SME, commercial and high profile individual customers, is an advantage.
- ▶ Ability to communication in English and Khmer (written and spoken).
- ▶ Good communication in Chinese mandarin is an advantage (written and spoken).
- ▶ Good leadership capabilities and ability to lead team to achieve result.
- ▶ High motivation and creativity.
- ▶ Good conceptualization and analytical skills.
- ▶ Honesty and good interpersonal skills.

Benefits

<ul style="list-style-type: none">▶ AMK provides a competitive salary package to the employees▶ Salary increment rate every year▶ Khmer new year bonus (100%)▶ Pchum Ben bonus (Up to 50%)▶ Retirement bonus (300%)▶ AMK Pension fund (Up to 84%)▶ Retention bonus (Up to 200%)▶ Seniority payment (Backward & Forward)▶ Incentive (no cap based on performance)▶ Uniform allowance▶ Phone allowance	<ul style="list-style-type: none">▶ Moto rental allowance▶ Medical insurance including dependent (100% no limit) plus oversea treatment for staff▶ Accident insurance 24/7days▶ Birth delivery package (up to 2,400,000)▶ Staff loan (lower rate at 2%)▶ Annual leave 18 days per year▶ Paid Sick leave & maternity leave (up to 6 months)▶ Capacity development and opportunity to promote per job requirement▶ Working condition in accordance to the Cambodian Labor Law
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Interested candidates should apply by sending a CV and a cover letter to all AMK branches and Head Office, Building 285, Yothapol Khemarak Phoumin Blvd. (271), Sk. Tomnub Tuek, Kh.Boeng Keng Kang, Phnom Penh, Cambodia or

[E-mail: job@amkcambodia.com](mailto:job@amkcambodia.com)

Attachments:

- A copy of obtained certificates or confirm letter by the University
- A copy of national identification, family book, and certificate of birth
- For additional information, please contact at Tel: (023) 993 062 / (023) 224 763 or visiting website: www.amkcambodia.com
- AMK is an equal opportunity employment. Qualified women and persons with disabilities are encouraged to apply.