

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, Superior Banking (03 Posts)
Report To	:	Head of Deposit and Services
Location	:	Head Office
Closing Date	:	May 17, 2024

Job Responsibilities:

- ▶ Direct sale and contribute the development of product, marketing strategy on corporate and premium banking business to support the growth and advancement within competitive market.
- ▶ Provide and support Assistant to RM, Premier Banking on corporate and premium banking strategy and selling tactics to ensure they are well-equipped for accomplishment of their target and objective.
- ▶ Manage, monitor and evaluate Assistant to RM, Premier Banking under supervision to ensure effectiveness and efficiency of their works toward the assigned goals and objectives.
- ▶ Build market network and conduct sales approach to potential client, especially key individual customers, SME and corporate clients.
- ▶ Make appointment and conduct sales presentation to promote corporate and premium banking service to potential customers.
- ▶ Manage and build relationship with existing customers to maximize the cross-selling opportunities on all available financial products and services of the company.
- ▶ 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 relevant field.
- ▶ At least 2-year experiences in banking, microfinance or other field of business operations, especially involving with segments of SMEs, commercial and high profile individual customers.
- ▶ Good relationship network, especially with segments of SME, commercial and high profile individual customers, is an advantage.
- ▶ High energy individual who can motivate staff and create business momentum.
- ▶ Good communication in English (written and spoken).
- ▶ Good leadership capabilities and ability to lead team to achieve result.
- ▶ Ability to work with cross functional teams.
- ▶ Strong conceptualization and analytical skills.
- ▶ Honesty and excellent 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.