

# 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.

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<b>Job Title</b>	<b>:</b>	<b>Relationship Manager, Oversea Desk (Chinese Speaking ) (01Post)</b>
<b>Report To</b>	<b>:</b>	<b>Head of Deposit and Services</b>
<b>Location</b>	<b>:</b>	<b>Head Office</b>
<b>Closing Date</b>	<b>:</b>	<b>June 02, 2025</b>

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## 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.
- ▶ Chinese mandarin (written and spoken) is mandatory.
- ▶ Ability to communication in English and Khmer (written and spoken) is a plus.
- ▶ 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"><li>▶ AMK provides a competitive salary package to the employees</li><li>▶ Salary increment rate every year</li><li>▶ Khmer new year bonus (100%)</li><li>▶ Pchum Ben bonus (Up to 50%)</li><li>▶ Retirement bonus (300%)</li><li>▶ AMK Pension fund (Up to 84%)</li><li>▶ Retention bonus (Up to 200%)</li><li>▶ Seniority payment (Backward &amp; Forward)</li><li>▶ Incentive (no cap based on performance)</li><li>▶ Uniform allowance</li><li>▶ Phone allowance</li></ul>	<ul style="list-style-type: none"><li>▶ Moto rental allowance</li><li>▶ Medical insurance including dependent (100% no limit) plus oversea treatment for staff</li><li>▶ Accident insurance 24/7days</li><li>▶ Birth delivery package (up to 2,400,000)</li><li>▶ Staff loan (lower rate at 2%)</li><li>▶ Annual leave 18 days per year</li><li>▶ Paid Sick leave &amp; maternity leave (up to 6 months)</li><li>▶ Capacity development and opportunity to promote per job requirement</li><li>▶ Working condition in accordance to the Cambodian Labor Law</li></ul>
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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](http://www.amkcambodia.com)
- AMK is an equal opportunity employment. Qualified women and persons with disabilities are encouraged to apply.