



# JOB HIRING

## Be Part of Our Success Growing Team

Prince Bank Plc., recognized with Global, Asia's and Cambodia's Best Employer Brand Awards in 2019 and 2020, is a commercial bank that strives to provide customers with the best products and services delivered with professionalism. Prince Bank Plc. has a clear vision, "to be the financial institution of choice for our target customers." With an ambitious growth plan, Prince Bank Plc. is expanding its business operations and looking for highly qualified candidates to fill the following position.

### Senior Manager, Lending Relationship

#### Head Office

**Position Summary:** The Senior Manager, Lending Relationship is responsible to contribute loan growth through establish new borrowing customer base and manage existing customer portfolio to maintain strong business relationship.

Job Responsibilities	Job Requirements
<ul style="list-style-type: none"> <li>Propose, plan, and execute loan sale strategy to increase individual and team assigned target</li> <li>Collecting supporting documents, prepare credit proposal with sound risk analysis and recommendation for approval.</li> <li>Prepare approved facilities agreement to manage loan disbursement to client.</li> <li>Assist to recover PAR of the team.</li> <li>Promote organization branding by initiating and participating in various cold-calling and marketing activities.</li> <li>Manage and provide quality customer service to maintain existing and new customers.</li> <li>Assist to train or guide junior team member to improve in their credit skills and knowledge.</li> <li>Perform other tasks assigned by line manager</li> </ul>	<ul style="list-style-type: none"> <li>Bachelor's Degree in Business or related field, or equivalent practical experience.</li> <li>At least 4 years' experience in credit proposal in commercial bank and financial products sale experience.</li> <li>Good understand of SME or Corporate customer with assessment skills of credit risk.</li> <li>Demonstrate personal responsibility/ accountability to deliver the set results.</li> <li>Integrity, confidentiality, and have a willingness to work under high pressure working environment.</li> <li>Ability to think creatively and innovative.</li> <li>Very good command of English and Chinese is a plus.</li> </ul>

#### Core Competencies' Requirements:

<ul style="list-style-type: none"> <li>Customer First</li> <li>Lead with Passion</li> </ul>	<ul style="list-style-type: none"> <li>Innovate</li> <li>Collaborate</li> <li>Think Ahead</li> </ul>	<ul style="list-style-type: none"> <li>Develop</li> <li>Drive Results</li> </ul>
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#### Why Join Us:

Prince Bank's Staff Benefits		If you meet the above requirements and wish to join our dynamic team; please send your recent CV including expected salary to the email address <a href="mailto:jobs@princebank.com.kh">jobs@princebank.com.kh</a> .
Financial Benefits	Non- Financial Benefits	
Chinese New Year (100%)	Working only from Mon-Fri	<b>For more information:</b> Prince Bank Plc. <a href="http://www.princebank.com.kh">www.princebank.com.kh</a> 096 533 1111/096 311 7888
Khmer New Year (50%)	Annual leave 18 days per year	
Pchum Ben Festival (50%)	Public holiday follow MOLV	
Annual performance bonus	NSSF	
Staff loan	Accident and Health Insurance	
OTallowance	Training opportunities	
Annual salary increment	Promotion opportunities	