



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, Merchants Sale and Planning Head Office

Position Summary: The Senior Manager, Merchant Sale and partnership is responsible to lead and execute seasonal product strategies for the company. direction and management of products including market competitiveness and pricing. Strength in delivering and driving products that align with company objectives and financial goals. driving integrated, profitable, and relevant product assortments, ensuring the expression of the brand's vision.

Job Responsibilities

- Build and lead to grow merchant base through new merchant partnerships, identify the growth sectors and renewing the existing relationships.
- Develop ideas for merchant campaigns, managing campaigns process, and execution. Conduct market analysis and research for existing and new potential merchants.
- Handle all merchants proposed to create from the customer including briefing the benefit of merchant and condition, verify agreement, merchant registration, and verify and send QR Code to merchants.
- End to end responsibility for merchant performance growth and acting as the lead for the vertical. Preparation of presentations slides and closely facilitating with sales team and branches for recruiting and presenting to potential merchants.
- Work closely with related departments to initiate and develop effective promotional materials to promote services and products and ensure that the merchant operation is running smoothly and effectively.
- Develop a strategic plan for merchant activities in partnership with other companies and other entities, manage new and existing partner's joint campaigns to successfully meet the KPI.
- Work closely with cross-function to optimize the partnership and solving all issues raised by merchant and consumer complaints.
- Perform other tasks assigned by manager.

Job Requirements

- Bachelor's degree in Business Administration, Finance and Banking, Management, Economics, or related field.
- Minimum three- or four-years' experience in digital banking and merchant
- Experience with team management
- Strong leadership and communication skills
- Proactive, flexible, and good team player good command of written and spoken of English language
- Very good command of English and positive and committed attitude
- Ability to organize and work under pressures on timeline.
- High commitment on delivery and willing to learn new.
- Chinese language is the plus.

Core Competencies' Requirements:

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|---------------------|---------------|-----------------|
| • Customer First | • Innovate | • Develop |
| • Lead with Passion | • Collaborate | • Drive Results |
| | • Think Ahead | |

Why Join Us:

Prince Bank's Staff Benefits

Financial Benefits	Non- Financial Benefits
Chinese New Year (100%)	Working only from Mon-Fri
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
OT allowance	Training opportunities
Annual salary increment	Promotion opportunities

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 jobs@princebank.com.kh.

For more information:

- Prince Bank Plc.
- www.princebank.com.kh
- 096 533 1111/096 311 7888