



# 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.

### Head, Direct Sale

### Head Office

**Position Summary:** Grow payroll product and leading direct sale team to deliver sale target under retail product segment.

Job Responsibilities	Job Requirements
<ul style="list-style-type: none"> <li>• Develop strategic and operational plans for the work group, manage execution, and evaluate outcomes.</li> <li>• Renovate payroll service products to be more competitive in the market.</li> <li>• Construct and implement sales strategies to grow market share and achieve targets. (Company, Deposit, number of payroll accounts, retail loan, and insurance referral)</li> <li>• Motivate team members to develop their potential and achieve peak productivity and performance.</li> <li>• Conduct market surveys; collect market information and data related to market price and competitor activities for management review on a regular basis.</li> <li>• Analyze current market trends and situations, draw conclusions, and make recommendations to the management team.</li> <li>• Forecast, develop accounts, and promotional plans, and manage profitability.</li> <li>• Drive direct sale team for outdoor activity and partnership for account sign-up, deposit, banking transaction, loan, and AIA referral.</li> <li>• Perform other duties as assigned.</li> </ul>	<ul style="list-style-type: none"> <li>• Master's or bachelor's degree in Sales and Marketing or a related field.</li> <li>• At least 7 years of managerial experience.</li> <li>• Understanding of consumer insights and market trends</li> <li>• Intermediate to advanced proficiency in Microsoft Office</li> <li>• Excellent presentation, interpersonal, and communication skills in Khmer, English, and Chinese</li> <li>• Strong analytical and logical thinking skills</li> <li>• Good planning and organizational skills</li> <li>• Strong leadership skills and strong network</li> <li>• Ability to think creatively and indicatively.</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	
OT allowance	Training opportunities	
Annual salary increment	Promotion opportunities	