



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.

Manager, Lending Relationship Head Office




Position Summary: The 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"> Propose, plan, and execute loan sale strategy to increase individual and team assigned target. Analyze customer qualification and processing loan application for submission include write up, prepare, and verify others supporting document. Prepare loan agreement for sign up, hypothecation process, drawdown process and filling credit files properly as per lending guideline. Manage and provide quality customer service to maintain existing and new customers. Govern loan renewal process include tracking of renewal schedule and conduct annual review process of existing approved facilities as per lending guideline. Tracking PAR performance with action to follow up as per recovery guideline and initiate idea to settle. Direct or Indirect sale all business products to growing department/individual performance target. Assist Department to host & run events with the interest to build better customer relationships and acquisition of new customers. To actively service customers on their personal financial need aligned with customers' needs. Lead and coaching subordinate to perform daily task efficiency to support department business development. Perform other tasks assigned by line manager. 	<ul style="list-style-type: none"> Bachelor's Degree in Business or related field, or equivalent practical experience. At least 4 years' experience in credit proposal in commercial bank and financial products sale experience. Good understand of SME or Corporate customer with assessment skills of credit risk. Demonstrate personal responsibility/ accountability to deliver the set results. Integrity, confidentiality, and have a willingness to work under high pressure working environment. Ability to think creatively and innovatively. Very good command of English and Chinese is a plus.

Core Competencies' Requirements:

<ul style="list-style-type: none"> Customer First Lead with Passion 	<ul style="list-style-type: none"> Innovate Collaborate Think Ahead 	<ul style="list-style-type: none"> Develop Drive Results
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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 jobs@princebank.com.kh . For more information:  Prince Bank Plc.  www.princebank.com.kh  096 533 1111/096 311 7888
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	
Annual salary increment	Promotion opportunities	