



# 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, Bancassurance

#### Head Office




**Position Summary:** The Head, Bancassurance is responsible to lead and develop strategies to drive insurance business across bank and working with all stake holders to plan, manage, lead, and direct the business focus on the distribution of insurance products to achieve business, revenue and profit targets whilst implementing global standards.

| Job Responsibilities   | Job Requirements  |
|--|---|
| <ul style="list-style-type: none"> <li>• Manage day-to-day strategic business relationship with Banking Partners</li> <li>• Ensure all projects and business initiatives are on track and as planned</li> <li>• Lead and coordinate with external and internal department for key area initiatives from the business</li> <li>• Responsible for steering committee, regional integration meeting and weekly work streams with Banking Partners as well as developing steering committee, sales review, and presentation material</li> <li>• Manage and execute end-to-end sales and marketing campaign</li> <li>• Acting as a senior member of the strategic project including taking lead in project management role on a strategic project including corporate restructuring initiatives, regulatory initiatives, business development and risk management projects.</li> <li>• Perform other tasks assigned by line manager.</li> </ul> | <ul style="list-style-type: none"> <li>• Ability to evaluate a business proposal and prospects of strategic project</li> <li>• Able to perform complex analysis of cost savings, revenue enhancements</li> <li>• Strategic vision, Strong analytical, problem-solving &amp; project</li> <li>• English interpersonal communication skill is a must</li> <li>• Strong experience in investment, insurance, banking, financial services are a must.</li> <li>• Knowledge of how the bancassurance partnership distribution channel works are an advantage.</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><br> Prince Bank Plc.<br> <a href="http://www.princebank.com.kh">www.princebank.com.kh</a><br> 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 |   |
| Birthday allowance           | Training opportunities        |   |
| Annual salary increment      | Promotion opportunities       |   |