

Job Description

Position:	Customer Relationship Officer, Deposit
Department:	Premier Banking
Reporting to:	Branch Manager
Location:	Phnom Penh Branches

I. Duties and Responsibilities

- Grow portfolio of clients through building strong relationships with prospects and networking.
- Procure new business through new customer acquisition.
- Manage and grow relationships with existing customers.
- Provide sound financial advice and dispensing customized saving management solutions in alignment with the bank's standards and industry regulations.
- Deliver client satisfaction through tailored solutions according to client objectives and service issue resolution.
- Achieve daily/weekly/monthly/yearly targets.
- Cross-sale other banking products to optimize revenue.
- Conduct financial portfolio management for clients through quality advice and recommendations with a suite of banking solutions.
- Work with product partners and other business units to identify opportunities and execute solutions.
- To perform other tasks as assigned by line Manager.

II. Qualification

- Bachelor's degree in a business-related field.
- Demonstrated ability in customer relationship management.
- High degree of self-motivation and excellent interpersonal skills.
- Candidates with strong acquisition or good networking background are preferred.
- Personable and service oriented.
- Good Command in English both written and spoken and Chinese is a plus.