

WE'RE HIRING

AMK Microfinance Institution is one of Cambodia's leading microfinance institutions, with coverage all over the country. AMK employs over 3,700 staff serving almost 1,000,000 clients in nearly 13,000 villages across Cambodia, 91% of all villages. We are looking for a talented and committed individual to join our diversified team, and offering attractive career prospects across branches and departments of our business.

A job at AMK is more than just a paycheck - we support our employees in their development and growth and help them explore their unique strengths.

Job Title	:	Relationship Manager, Supply Chain Financing (02 Posts)
Report to	:	Head of Supply Chain Financing
Location	:	Takeo & Banteay Meanchey
Closing Date	:	July 15, 2024

SUMMARY OF JOB RESPONSIBILITIES

The key responsibility of Relationship Manager, Supply Chain Financing is to manage Supply Chain Financing manager team under supervision to build network and relationship with existing and new customers, particularly for segments of supply chain SME and Corporates customers, to maximize the cross selling of all products and services of SME supply chain, deposit, payment, payroll and other products and services.

Job Responsibilities:

- ▶ Manage, monitor and evaluate Supply Chain Financing Manager(s) under supervision to ensure the efficiency and effectiveness of their works toward the assigned goal and objectives.
- ▶ Provide supports to Supply Chain Financing Manager(s) under supervision to execute on the supply chain business strategies and selling tactics to ensure they are well equipped for accomplishment of their target and objectives.
- ▶ Build market network and conduct sale approaches and presentation to potential clients, especially dealing with SME clients, other supply chain stakeholders, and Corporate Clients.
- ▶ Work with other cross departments and other relevant stakeholders to deal on Supply Chain Financing, including negotiating with customers, making a business need assessment, and preparing and presenting a win-win proposal for customers.
- ▶ Manage and build relationship with existing customers to maximize the cross-selling opportunities on all available financial products and services of the company.
- ▶ Prepare and properly manage client base, including management of sales pipeline and performance report.
- ▶ Develop and manage referral from both existing clients and other sources, or cross selling of other products if there is a need.
- ▶ Keep up-to-date the competitors' information, including their products, services and other marketing activities.
- ▶ Keep up-to-date with AMK's marketing activities, products & services, and its product and market proposition to ensure both new and existing customers could be well educated and leveraged as much as possible the opportunities to support their businesses.
- ▶ Other tasks assigned by Head of Supply Chain Financing.

Qualification and Experiences:

- ▶ Bachelor's Degree in relevant field.
- ▶ At least 3-year experiences in banking, microfinance or other field of business relationship, especially involving with commercial or corporate lending.
- ▶ Good relationship network with segments of commercial, corporates and high profile individual customers is a key advantage.
- ▶ Good communication in English (written and spoken).
- ▶ High energy individual who can motivate staff and create business momentum.
- ▶ Ability to work with cross functional teams.
- ▶ Strong conceptualization and analytical skills.
- ▶ Honesty and excellent interpersonal skills.

Benefits

<ul style="list-style-type: none">▶ AMK provides a competitive salary package to the employees▶ Salary increment rate every year▶ Khmer new year bonus (100%)▶ Pchum Ben bonus (Up to 50%)▶ Retirement bonus (300%)▶ AMK Pension fund (Up to 84%)▶ Retention bonus (Up to 200%)▶ Seniority payment (Backward & Forward)▶ Incentive (no cap base on performance)▶ Uniform allowance▶ Phone allowance	<ul style="list-style-type: none">▶ Moto rental allowance▶ Medical insurance including dependent (100% no limit) plus oversea treatment for staff▶ Accident insurance 24/7days▶ Birth delivery package (up to 2,400,000)▶ Staff loan (lower rate at 2%)▶ Annual leave 18 days per year▶ Paid Sick leave & maternity leave (up to 6 months)▶ Capacity development and opportunity to promote per job requirement▶ Working condition in accordance to the Cambodian Labor Law
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Interested candidates should apply by sending a CV and a cover letter to AMK branches and Head Office, Building 285, Yothapol Khemarak Phoumin Blvd. (271), Sk. Tomnub Tuek, Kh. Chamkarmorn, Phnom Penh, Cambodia or E-mail: job@amkcambodia.com

Attachments:

- A copy of obtained certificates or confirm letter by the University
- A copy of national identification, family book, and certificate of birth
- For additional information, please contact at Tel: (023) 993 062 / (023) 224 763 or visiting website: www.amkcambodia.com
- AMK is an equal opportunity employment. Qualified women and persons with disabilities are encouraged to apply.