

# 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** : **Head of Supply Chain Financing (01 Post)**  
**Report To** : **Chief Business Officer**  
**Location** : **Head Office**  
**Closing Date** : **December 23, 2024**

## Job Responsibilities:

- ▶ Contribute in development of selling strategies for trade and supply chain business partners especially in green and agriculture supply chain financing to support the growth and advancement within the competitive industry.
- ▶ Work with SCSB team and other relevant stakeholders to deal with the syndicated secured loans, including negotiating with customer, making an assessment on loans and building relationship with customers.
- ▶ Work with business development, deposit and service departments and other relevant stakeholders to deal on supply chain financing, including negotiating with customers, making a business need assessment, making on cost and benefit analysis, 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.
- ▶ Develop and manage referral from both existing clients or other sources, or cross selling of other products if there is a need.
- ▶ Build market network and conduct sale approaches and presentation to potential clients, especially dealing with supply chain stakeholders, SMEs and Corporate Clients.
- ▶ 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.
- ▶ Manage, monitor and evaluate relationship manager(s), supply chain manager(s) and other staff under supervision on to ensure the efficiency and effectiveness of their works toward the assigned goal and objectives.
- ▶ Ensure supply chain portfolio loan quality through review, update, implementation, and adherence to agreed policies, procedures, and manuals.
- ▶ Conduct credit monitoring, credit review, and post covenants report by working with credit control department.
- ▶ Conduct management control to ensure the staffs under department are complied with policy and procedure.
- ▶ Prepare and proper manage overdue customers including loan overdue collection and Nonperforming loan report.
- ▶ Collaborate with credit control department to support in solving problem with default customers through all means including court processing.

## 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 Supply chain, commercial or corporate lending.
- ▶ Good relationship network with segments of commercial, corporates and high profile individual customers is a key advantage.
- ▶ Good leadership capabilities and ability to lead team to achieve result.
- ▶ 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 Honesty and excellent interpersonal skills.

## Benefits

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