



J Trust Royal Bank

Lending Manager

Role Location: Phnom Penh, Cambodia

Role Type: Permanent, Full-time

A Lending Manager plays a key role in expanding the company's customer base for lending products, ensuring financial stability through sustained and increased profitability, and exploring and realizing new business opportunities.

Key Accountabilities

- Work closely with personal sales management as well as with the personal banking lending team as part of the strategy to ensure personal banking achieves its Mortgage targets
- Developing strong relationship with customer to drive repeat business and advocacy
- Drive Main Bank and share of wallet through need-based customer conversations
- Identify referral opportunities for customers and build relationship with internal referral partners including branches and Financial Planning
- Effectively and efficiently execute prospective customers for approval and drawdown
- Ensure adherence to JTRB policies, processes and external regulatory and legislative requirements including sales management process
- Identify risk and security issues in the Lending process and determine remediation plans.

About You

To be successful in this role, you will ideally bring the following:

- Possess experiences in delivering tasks requiring pro-activeness, activeness, sound judgement and ability to solve problem to meet certain targets/objectives
- Extensive relationship management skills
- Strong Sales Experience
- Strong customer focus

How to Apply

Interested candidates are encouraged to apply via: jtrjobs@jtrustroyal.com

Only shortlisted candidates will be contacted.

For more information, please contact us at 023 999 000 or visit us on:

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