

Relationship Manager, Premier Banking

Role Location: Phnom Penh, Cambodia

Role Type: Permanent, Full-time

As a Relationship Manager, Premier Banking, the individual is responsible for actively managing and growing the portfolio of accounts through client acquisition, cross-sell, and referrals. It is expected that a clear understanding of the performance history and future of each portfolio is well understood by the relationship manager before advice is given to the client and will collaborate with product partners and other stakeholders to ensure an effective and value-adding strategy is identified for the client whilst minimizing all potential risks to J Trust Royal Bank.

Key Accountabilities

- Grow portfolio of affluent individual clients and non-individual through building strong relationship with prospect networking.
- Identify potential customers and bring new deposit base and customer for segment
- Meet assigned sales revenue target through the needs-based introduction and proactive cross-selling of banking, investment, and wealth management products
- Meet assigned customer acquisition targets through proactive solicitation of new customers and seeking referrals from existing customers
- Deliver an outstanding experience to our customers; meet and exceed customer expectations, and handling of customer issues and complaints
- Engage customers and increase average number of products held by each client under portfolio in ensuring customer's financial and investment objectives are met
- Assign sales meeting through the introduction Premier Banking products, manage existing customer portfolio, new FUM growth and new customer
- Deepen existing customer relationships by cross-selling Bank's products through identification of customer's needs or wealth creating opportunities for the customer 2 to 3 product used/client and maximize product usage
- Adhere to Bank's compliance policy and ensure all transactions (sales/non-sales related) carried out on behalf of clients are within the stipulated parameters of the Bank's policy process flow
- Perform KYC check with full diligence and to prevent any money laundering, frauds or any potential criminalist activities which could hurt the interest of the Bank and its customers

About You

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

- Adequate knowledge in investment and wealth management products
- Fulfill related qualifications under sales and services industrial; perform relevant regulated activities in Premier Banking product sales
- Good client engagements ability (soft skills)
- Result oriented with strong display of perseverance



J Trust Royal Bank

How to Apply

Interested candidates are encouraged to apply via: jtrjobs@itrustroyal.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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