

Head, SME

Key Responsibilities:

- Grow SME's loan book proposition through various product offering including fixed asset financing and working capital and trade financing.
- Enhance earnings for SME Segment by mobilizing deposit and other services i.e. foreign exchange, and cash management products, etc.
- Ensure good credit portfolio quality.
- Participate outside activities to improve CIMB's SME branding to the market.
- Ensure that loan files and end to end process within the department are properly prepared/done and in good order.
- Develop and grow staff members within SME Team.
- Align the bank strategy to the department goals.
- Formulate and execute strategy to achieve set targets.
- Lead SME teams to retain and grow SME portfolio by enhancing both lending, deposit and transactional relationship with customers.
- Detect and anticipate any potential issues from the lending, deposit, trade, and other product relationship, documentation discrepancies, and so on.
- Oversee overall lending portfolio of respective teams, ensuring asset quality priorities are upheld at all times.
- Enhance credit quality assessment of SME team.
- Site visit customers, when necessary.
- Monitor conditions imposed by approvers.
- Attend networking events and personally visit customers to enhance CIMB Bank's reputation and standing in Cambodia's business community.
- Implement other tasks as assigned by Head of Commercial Banking.

Knowledge Skills and Experience:

- Tertiary qualification in Economic, Accounting, Finance, or related field with strong analytical skills.
- At least 5 years lending and sales experience, particular in SME segment.
- Have a good business minded with strong interpersonal skills.
- Good written and verbal communication in both Khmer and English.
- Good planning, organizing and problem solving skills.
- Highly motivated and committed.

How to apply:

Please submit your application via email: careers.kh@cimb.com

Or call us at 081 240 333