

Manager, Product Management

Key Responsibilities:

Products (Retail/Digital Banking/Commercial)

- Develop new Retail/Commercial/Mobile Banking products, in alignment with market needs;
- Manage and deliver projects related to new and existing product offerings including loan, deposits, transactional services and mobile banking;
- Develop guidelines and policies to ensure product offerings are aligned with risk policy and market practice;
- Conduct competitor analysis and market trend analysis;
- Conduct training and develop training material on product offering to build sales staff's competency as needed;
- Assume profit and loss responsibilities for various product lines and Digital Banking;
- Drive business partners to achieve targets;
- Adhere to various guidelines and policies (especially National Bank of Cambodia's) pertaining to product features, marketing and collaterals;
- Coordinate with product owners within CIMB to align best practices

Marketing

- Develop marketing strategy and plan for various product lines;
- To align marketing strategy with CIMB Group Regional direction;
- Run promotional campaigns and programs to increase sales volume;
- Work closely with Marketing & Communications for all above and below the line communication;
- Develop marketing materials such as collateral, brochures and sales kits both traditional and digital plat forms;
- Coordinate with Marketing & Communications Department to keep CIMB Cambodia website up to date on product offerings

Knowledge Skills and Experience:

- Minimum 5 years of experience in product development in Banking, or 7 years of combined experience in related areas of banking e.g frontline sales, branch/sales management.
- Experience in FinTech, payment and mobile banking a major advantage
- Complete fluency in written and spoken English
- Ability to engage multiple stakeholders across different business lines and across the region (Malaysia, Indonesia, Singapore and Thailand)
- Strong product knowledge in retail and commercial banking
- Strong knowledge of risk and credit principles

How to apply:

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

Or call us at 081 240 333