

## **Team Leader, Deposit**

### **Key Responsibilities:**

- Lead and guide a team of 3-5 deposit RMs.
- Grow portfolio of commercial clients through building strong relationships with prospects and networking; Procure new business through new customer acquisition.
- Manage and grow relationships with existing customers.
- Manage and achieve deposit/operating income targets of the team, and cross-sale other banking products to optimized revenue.
- Provide sound financial advice and dispensing customized cash management solutions in alignment with the bank's standards and industry regulations.
- Deliver client satisfaction through tailored solutions according to client objectives and service issue resolution.
- Ensure compliance at all times – process, policy and working instruction.
- Channel feedback to Management.
- Cascade strategies and directives from Management.
- Attend events/networking platforms including entertaining customers to build new relationships.

### **Knowledge Skills and Experience:**

- A recognized Degree in business related field.
- At least 3 years relevance experience, particular in Deposit segment.
- Deep understanding of banking service/product with cash management knowledge, and industry knowledge.
- Excellent PR skills and comfortable meeting with customers and building relationships.
- Strong leadership skills and able to nurture and develop team members.
- Good communication in Khmer and English are mandatory and Mandarin/ Japanese is preferred.

### **How to apply:**

Please submit your application via email: [careers.kh@cimb.com](mailto:careers.kh@cimb.com)

Or call us at 081 240 333