**LANGUAGES**

**COMPUTER SKILLS**

**CONTACT**

* Solicit new TF clients, understand their requirements, and provide professional consultations for suitable banking solutions.
* Conduct on-site visits to analyze clients' businesses and gather data according to bank guidelines.
* Assess new clients' business profiles, conduct M&A checks, and determine TF feasibility.
* Prepare required documents for new clients and ensure completion prior to onboarding.
* Collaborate with relevant teams to facilitate TF procedures, including deposits and Trade Finance Loan (TFL) requirements.
* Monitor sales pipeline, provide timely reports, and propose solutions to improve sales performance.

Advanced Bank of Asia (ABA Bank)

Trade Finance Officer

Sep 2022 – Present

* Identify the targeted customer and promote the International Remittance (OTT and ITT) to those customers.
* Solicit new TF clients by understanding clients’ requirements and providing highly professional TF products consultations in order to refer the right banking solutions for their business nature;
* Conduct client’s site visit to observe, gather data and analyze their business by following the Bank’s guideline;
* Implement the assigned strategy by the International Trade at HO.
* Work corporately with BM and SO for marketing purposes.
* Provide clear payment/ITT instruction to customers.
* Provide quick support to the RO/BO on technical function on site.
* Perform any assigned tasks by line manager.

Senior Officer, International Remittance

Sep 2022 – Present

Woori Bank (Cambodia) Plc.

**EXPERIENCES**

**EDUCATIONS**

**ABOUT ME**

Your Current Job Title

**YOUR** NAME

Experienced in Trade Finance sales and international remittance services, I seek to apply my knowledge and initiative to contribute to a dynamic organization. With a strong understanding of trade finance and remittance operations, I aim to drive growth and provide excellent customer service. Fast learning and proactive, I adapt quickly to market changes, seize opportunities, and deliver innovative solutions.

Paññāsāstra University of Cambodia

BA. Entrepreneurship

Year 4th

School of Business, PSE Institute

TVET Higher Diploma

Year completed 2019

Address

Phum Trea, Stueng Meanchey

Contact

015 656 956

Email

yourname@gmail.com

Telegram

t.me/yourname

Advance Microsoft Office Applications

Outlook

Adobe photoshop, Illustrator, Premiere Pro, Clipchamp

WordPress

Basic HTML, CSS, JavaScript, PHP

Proficiency

English

Native

Khmer

**CERTIFICATES**

Canadia Bank Plc.

Trade Finance Sales Officer

Apr 2020 – Aug 2021

* Develop an efficient pipeline for potential trade customers.
* Handle transactions related to Bank Guarantees (BGs), Letters of Credit (L/Cs), and other transactions effectively.
* Conduct meetings with both internal and external trade customers to successfully close deals.
* Follow up with potential customers to expand the customer base of the trade department.
* Foster and maintain relationships with customers to increase trade volume and transaction frequency.
* Ensure customer satisfaction by providing excellent customer service.
* Collaborate with teams, branches, and departments to facilitate cross-sales and trade referrals.
* Support trade sales or operations in the Trade Services Department as needed.
* Assist the Head of Trade Services with additional tasks when required.

What to Do When There's Too Much to Do

LinkedIn Learning

May 2021

Finding Your Introvert/Extrovert Balance in the Workplace

LinkedIn Learning

Oct 2020

Year 4th

The Six Morning Habits of High Performers

LinkedIn Learning

Oct 2020

Achieving team target 1.10M at ABA Bank

2021

Double grow WCX (Wing Agents) in the area and become top sales

2020

**ACHIEVEMENTS**

Growing remittance service at Woori Bank (Cambodia) Pls.

2023

* Take the lead in driving the performance of your specific area to meet monthly and quarterly targets, employing effective strategies and initiatives.
* Regularly visit WCXs located within your area, engaging with staff and customers to ensure smooth operations and address any concerns or issues.
* Assume responsibility for managing the performance and quality of your assigned WCXs, implementing measures to enhance their customer experience, service delivery, and overall performance.
* Ensure consistent adherence to Wing Branding guidelines within your area, making certain that all WCXs maintain a consistent and professional brand image.
* Keep a watchful eye on the activities and strategies employed by competitors within your area, carefully analyze their impact, and provide detailed reports to your line manager to facilitate informed decision-making and strategy formulation.

Natixis Investment Bank

Jul – Aug 2019

Strategic Sector and Distribution, Intern

* Collect data by identifying sources of information and collection methods
* Research and analyze information into briefing papers, reports and projects papers
* Review and firstly approve all business require to clients prior to being submitted
* Hold macro-economic research (Comparing economic index between Cambodia and neighboring countries).

Wing Bank (Cambodia) Plc.

Relationship Executive

Apr 2020 – Aug 2021

**REFERENCES**

Available upon request