



VisionFund Cambodia is the only microfinance institution in Cambodia with an international network of 30 countries around the world with the social mission to improve the lives of children by offering small loans and other financial services to families. Our work empowers our clients to grow successful businesses which enable children to grow up with improved health and education. Working in partnership with World Vision, we are committed to long-term change which will unlock potential for future generations.

JOB ANNOUNCEMENT

POSITION TITLE: SMALL AND MEDIUM ENTERPRISE MANAGER

LOCATION: HEAD OFFICE

VisionFund is seeking 01 qualified candidate to fill the position of **Small and Medium Enterprise Manager (SMEM)** based in **Head Office** to align with the strategic direction of the institution. The incumbent is also accountable for providing a course-tailored training on the SME loan product including how to Effectively Assess the SME loan, with proper and credible sale techniques, to SME Officers and assigned staff in rolled out and potential-identified lending operational branches by working closely with training team, relevant Operations Managers, and Regional Managers. Moreover, the SMEM requires to perform necessary monitoring and following up activities on the progress of the SME loan performance to ensure that it is smoothly progressing in conjunction with the set plan.

DUTIES AND RESPONSIBILITIES:

- Closely work with Credit and Recovery Manager, Operation Manager and Director of Operation to set the SME and big individual loans target.
- Conduct feasibility market/demand study on SME loans in highly potential provinces/cities.
- Collect, update and analyze required information relating to key competitors, and clients' feedback using Competition Matrices forms on a regular basis.
- Instruct SME team and assigned staff to professionally build personalized and sticky relationship and network with involved stakeholders such as local authorities, merchants, suppliers, existing clients, and other referrers to increase SME loan sale.
- Handle daily SME & big loans underwriting to ensure good loan quality and compliancy, and set target delivery.
- Ensure that all involved SME team and relevant assigned staff follow the full checklist of the SME and big loans.
- Lead the SMT team and relevant assigned staff to implement proper business protocol and ensure the highest client satisfaction.
- Work with the CRM and involved team to resolve delinquent loans and enhance the credit discipline of clients.
- Perform other works that may be assigned by the Supervisor and/or manager from time to time.

REQUIREMENT COMPETENCIES:

- Must understand and agree on VisionFund's Mission, purpose, values, and objectives.
- Prefer MBA-obtained candidate in Finance/Banking or other related equivalence.
- Must have good analytical and strong team-orientation skills.
- Good product, process, or system development skills is advantageous.
- Must have good selling skills and be able to well relate with various types of people's behavior in any situations or circumstances.
- Be able to operate smartphone and/or tablet/ipad.
- Good understanding of Cambodian microfinance & banking sector and localized context.
- International relevant experience is advantageous.
- At least having 2 years SME lending experience in any financial institution including bank is required.

Benefits Package:

VisionFund offers candidates a competitive package based on education and experiences. We provide personal development through ongoing training and coaching, opportunity for career growth and empowerment plus a wide range of benefits package to our employees such as Annual Merit Increment, 13th Month Salary, Annual Performance Team Bonus, Severance Pay & Separation Reserved Fund, Staff Loan, Health allowance and other support allowances, 24-hour Personal Accident Coverage, Health and Life Insurance and other staff care program such as Staff Service Award, Staff Annual Retreat and Care Group.

How To Apply:

Interested candidates are encourage to submit Cover Letter + Job Application Form (download from website) and specifying the position you are applying for. The files must be in Ms. Word or PDF, not exceed 1MB.

VisionFund Cambodia is an equal opportunity employer. ***Qualified women and people with a disability are strongly encouraged to apply.*** Only shortlisted applicants will be notified for testing. Submitted documents will not be returned.

Deadline: 21 April 2017

VisionFund Cambodia Head Office: Building # 398, Preah Monivong Blvd., Sangkat Boeung Keng Kang I, Khan Chamkarmon, Phnom Penh, Cambodia.

Email: vfc_recruitment@wvi.org

Website: www.visionfund.com.kh (Job Application Form: www.visionfund.com.kh/careers)

Phone: 089 333 767
