



Job Opportunity

Banque Franco-Lao Ltd., is a joint venture between BRED Banque Populaire SA, the second largest bank in France and BCEL, the largest bank in Lao PDR.

Established in 2008, the partnership brings considerable expertise to the banking industry in this country. We offer to our customers a high level of banking services and products, in line with our international identity and values.

Our Bank provides a full range of services for Corporates, SME's and Individuals. Our offers are customized according customer needs. We are present in the majority of the areas thanks to our 11 service units and 50 ATM. Currently BFL is seeking to recruit a highly motivated and pro-active employee to join us in developing quickly new business and achieving ambitious business goals. If you are looking for a challenging and rewarding career send us your application for the following immediate openings.

Position: **RM – Corporate and Institutional / 1 position**

Key Responsibilities:

- Achievement of profitability targets for existing client's portfolio and develop new clients' relationship.
- Developing Business from new & existing clients, through strategic penetration into identified market/sectors across the entire portfolio spectrum like assets, liabilities, and cross-sell.
- Deliver, Prepare/Execute full range of multi-products to the corporate market place with a high degree of confidence.
- Assessing credit risk of proposals and ensuring the credit and processes are within acceptable standards.
- Conducting credit and customer analyses to support ongoing relationships and acquisition work.
- Ensuring that the quality of the credit portfolio is maintained, by reviewing proposals, identifying, and assessing all risk inherent in credit exposures.
- Involve actively in compromise proposals and restructuring arrangements in NPL cases

Qualification recruitments:

- Graduate level study in Finance/Economics/Accounting/Business Management
- 5 years financial services experiences
- Trade Finance knowledge and experiences
- Laos Banking Sector experiences
- Strong Excel Skills
- Fluent in Laos and English

How to apply?

Interested applicants, please send us your latest resume, along with a cover letter (mandatory), copies of all qualification certificate (originals to be produced at interview) and a recent photo via mail hr@bfl.la or directly submit to:

Head Office of Banque Franco – Lao Ltd.,

Lane Xang Avenue, Hatsady Village, Chanthabouly District, Vientiane Capital, Lao PDR.

More information contact: Human Resources Department

Tel: (+856 21) 285 111 Ext: (517); Mobile: (+856 20) 5965 8115

Only short listed candidates will be contacted for interview.

All applications will be kept confidential and will not be returned.