

EMC is seeking a **Senior Consultant** to be based in our office in Phnom Penh, Cambodia. To apply, please submit a cover letter and CV to recruiting@emergingmarkets.asia by March 29, 2019.

Senior Consultant Job Description

EMC is seeking a senior consultant with a high proficiency in financial modelling, and business plan development, to lead small team on SME related investment projects. The role will involve leading SME client engagement, data capture & research, financial modelling, business plan development and client reporting (typically in PowerPoint format). *Khmer nationals are preferred for this role.*

New consultants have the opportunity for rapid development, through the accumulation of hard and soft skills and responsibility for project work across a diverse range of clients, sectors and thematic areas.

Main Responsibilities

- Lead project teams comprising consultants, senior analysts and analysts
- Define consulting tasks, manage project resources, and lead analysis
- Lead preparation of project deliverables
- Manage the client relationship to completion of the project
- Develop business opportunities with existing and new clients
- Contribute skills and experience to the management of the consulting business (human resources, operations and strategy)
- Ensure that EMC's brand and work maintains the highest standards of quality and ethical conduct is employed throughout all engagements

Specific Qualifications & Experience Required

Basic qualifications include:

- Khmer nationals preferred.
- Master's degree in Business, Finance, Economics, or related subject.
- A minimum of 5 years relevant professional experience.
- Financial modelling including estimation techniques for demand, costs, cashflow, financing and company valuation.
- Application of financial modelling techniques to different types of business; manufacturing / distribution / retail; services & physical goods; across variety of consumer and business – to business (B2B) sectors.
- Production of attractive client facing deliverables, in (primarily) Excel and PowerPoint formats.
- Ability to communicate in written and spoken form in English and Khmer languages.

In addition, you should be able to demonstrate your ability to:

- Successfully manage projects to client deadlines and objectives
- Coordinate several projects simultaneously
- Manage staff, including mentoring and developing junior levels
- Develop strong and mutually beneficial client relationships

About Emerging Markets Consulting (EMC)

EMC was founded in Cambodia in 2004 and now has approximately 25 fulltime consulting staffs across the Mekong region. We work on approximately 50-70 consulting projects per annum across a diverse range of private and development sector clients.

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