



Consultant – SME & Corporate Advisory

Emerging Markets Consulting (EMC) is a consulting and investment advisory firm that brings international best practices to private and development sectors in Southeast Asia. We offer our clients and partners an unparalleled combination of international expertise and extensive local knowledge.

We are currently seeking enthusiastic and ambitious candidates to join our team as a **Consultant** in the **SME & Corporate Advisory** team in **EMC Cambodia**. It is a full-time position which offers significant growth opportunities. Our **Consultants** are forward-thinking leaders who are analytical, collaborative, and creative in developing and implementing strategies to help our partners solve their most key challenges.

The **SME & Corporate Advisory** team at EMC undertakes a diverse range of consulting engagements for the top management of SMEs, conglomerates, and organizations in the areas of strategy and restructuring, mergers and acquisitions, financial feasibility and valuations, investment advisory and access to finance, and digital transformation to enable their organizations to reach the next level of growth.

Your role as a Consultant

- **Apply classic management consulting skills and intellect**, combined with knowledge and techniques of either applied corporate finance or agile design and technology expertise in engagements with the client
- **Develop transformative insights and winning recommendations** – Gather and analyze data and information, formulate and test strategic possibilities, and develop and communicate recommendations to clients
- **Move clients to action** – Identify needs, develop and communicate consulting proposals
- **Develop and apply the consulting approach** – Define a thorough consulting approach and resources required to achieve project goals
- **Manage consulting engagements** – Develop and manage the project plan and timeline, guiding team members in their work and role, to deliver winning recommendations and deliverables in the agreed timeline and scope
- **Be a leader** – Manage and mentor junior team members while championing EMC values of diversity, integrity, excellence and agility
- **Manage client relationships** – Practice the highest standards of excellence, integrity and professional conduct in developing opportunities with new and existing clients alike
- Ensure that EMC's brand and work maintains the highest standards of quality and ethical conduct throughout all engagements

Qualifications that we look for

- Undergraduate degree and excellent academic record in a top-tier university in business, finance, economics, or other fields; an MBA or related postgraduate degree or qualifications is an advantage
- 3+ years of either management consulting, corporate finance, M&A or valuations, investment, or professional digital consulting experience in either a management consulting firm, investment firm, technology firm, accounting firm or other reputed organizations
- Proven track-record of competent leadership in a work, academic, or extra-curricular setting
- Ability to work effectively with people at all levels in an organization – including working collaboratively in a team
- Exceptional analytical and quantitative problem-solving skills



- Ability to communicate complex ideas effectively – through strong verbal, written and presentation skills – in English (Ability to communicate and present in Khmer is an advantage)
- Proven competence with Microsoft Office applications – especially in crafting PowerPoint decks and data analysis work in Excel
- Willingness to travel when necessary

In this role, you'll also be expected to

- Master new challenges in unfamiliar disciplines and fields of expertise
- Coordinate several projects simultaneously
- Develop strong and mutually beneficial client relationships
- Consistently deliver high-quality performance in all aspects of your work

Applications

EMC is committed to diversity and inclusion within its workforce and encourages qualified female and male candidates from all religious and ethnic backgrounds, including people with disabilities, to apply.

If you are interested in pursuing a career with international growth opportunities, please submit a CV and cover letter to recruiting@emc-consulting.asia, with “**Consultant – SME & Corporate Advisory**” in the subject line. Only shortlisted candidates will be contacted. For further information, please visit our [EMC Facebook feed](#) ; [EMC LinkedIn](#) and [visit our website](#).