

## Job Description

### Overview of Emerging Markets Consulting (EMC)

**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.

### Overview of Corporate and SME Advisory Department

The **Corporate and SME Advisory** team is key client-driven and undertakes a diverse range of engagements as a trusted business advisor to champion solution ideation and development, leading finance transformation, modelling and analytics efforts, bridging access to capital, and other business advisory services. Our key clients include conglomerates and SMEs seeking strategic, operational, financial, digital business transformation solutions to support their growth.

### Job Vacancy

Position	Consultant, Strategic Partner Portfolios
Department	Corporate and SME Advisory
Report To	Portfolio Manager
Location	Phnom Penh
Type of Employment	Full-time

### Duties and Responsibilities

- Be responsible for managing delivery of assigned tasks/activities/project workstreams/milestones according to set project timelines as well as providing instructional guidance and assessing analyses/output of junior team members
- Be responsible for performing financial planning, analyses, forecasting, and valuation using financial modelling best practices to contribute to delivery of business plans, budget plans, financial and strategic feasibility assessments, investment engagements and operational improvement
- Lead high quality insight generation and analysis for assigned workstream using analysis toolkits and frameworks with moderate direction and support – drawing key insights and making recommendations of developed analyses
- Lead identification and gathering of relevant and accurate data in a clear structure from internal and external sources using effective search engine queries (google search tricks) and stakeholder discussions
- Contribute to portfolio client relationship management and build communication with assigned key client portfolio stakeholders to ensure effective communication and strong collaboration to build portfolio client trust and satisfaction
- Demonstrate strong understanding of overall project context, key client relationship dynamics, client environment, value proposition of EMC's role in the engagements – and align assigned work output to achieve set objectives

- Guide junior team members to the right sources of data/information (both people or public sources), ensure smooth analysis and the quality of output from junior members
- Build collaborative relationships with team members and assigned client counterparts using company communication tools and consistently make meaningful contributions in internal and external meetings
- Seek and solicit appropriate coaching from senior team members, supervisor, and peers for self-learning. Provide timely feedback, build positive relationship, and support colleagues as appropriate
- Embrace and champion organization’s vision, mission, core beliefs and values, team diversity, culture, and thoughts to create exceptional high-growth environment that fosters talent retention, cross-collaboration, and leadership development
- Steward and build EMC’s brand and reputation and work to maintain the highest standards of quality and ethical conduct
- Perform other professional duties as assigned

Profile and Qualifications	
Minimum Education	<ul style="list-style-type: none"> <li>• Excellent academic and extracurricular record in a top-tier university in accounting, finance, economics, and/or business management; An MBA or related postgraduate degree or qualification is an advantage</li> </ul>
Professional Experience	<ul style="list-style-type: none"> <li>• Preferably 2 to 3 years of experience in a leading management consulting/financial consulting/investment/venture capital or relevant professional firm</li> <li>• Experience and strong interest in finance and strategy – particularly in SME advisory</li> <li>• Experience and strong interest in working in a highly agile environment</li> <li>• Experience working in multicultural teams is an advantage</li> <li>• Experience in applied finance and tech-based services is an advantage</li> </ul>
Knowledge	<ul style="list-style-type: none"> <li>• Strong knowledge and understanding of financial data analytics, analysis and modelling techniques, and financial statements</li> <li>• Strong knowledge of project research and analysis, qualitative and quantitative research</li> <li>• Strong practical knowledge in using the Microsoft Suite particularly in Excel and PowerPoint</li> <li>• Knowledge in tech ecosystems and app development project management is an advantage</li> </ul>
Skills and Abilities	<ul style="list-style-type: none"> <li>• Strong organizational and project management skills, with exceptional attention to detail – including managing and prioritizing simultaneous projects and initiatives</li> <li>• Exceptional analytical and critical-thinking skills with the ability to solve complex problems/objectives and communicate</li> </ul>

	<p>findings and/or structure them into measurable tasks and deliverables</p> <ul style="list-style-type: none"> <li>• Strong interpersonal and communication skills, both oral and written</li> <li>• Experience in coaching, mentoring, supervising junior team members</li> <li>• Commitment in learning and acquiring new skills in unfamiliar disciplines and fields of expertise</li> <li>• Commitment in consistently delivering high-quality performance in all aspects of work</li> </ul>
Other Requirements	<ul style="list-style-type: none"> <li>• Willingness to travel when necessary</li> <li>• Ability to speak and write in fluent business English and Khmer is an advantage</li> </ul>

### 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](mailto:recruiting@emc-consulting.asia), with

**“Consultant, Strategic Partner Portfolios”** 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](#).