

Job Description

Overview of Emerging Markets Consulting (EMC)

EMC is a strategic management and development consulting firm that brings international best practices to the private and development sectors in Southeast Asia by offering our clients an unparalleled combination of international expertise and extensive local knowledge.

Overview of International Business Department

The International Business undertakes a diverse range of consulting projects, encompassing economic, business, and market research, as well as industry and financial analysis. Our clients are typically international corporates and development partners, seeking strategic advice to support major investments.

Job Vacancy

Position	Senior Consultant
Department	International Business
Report To	Consulting Director
Location	Phnom Penh
Type of Employment	Full Time

Duties and Responsibilities

- Lead project teams comprising consultants, senior business analysts and business analysts
- Be fully accountable for managing consulting tasks and project's lifecycle including project resources and on time deliverables
- Be accountable for a high-quality analysis including compelling storyboard, applications of consulting frameworks; steer, control and direct timely and zero-defect analysis for entire project
- Develop realistic and high-quality recommendations adding to long-term value of the client
- Be a solution generating expert in developing realistic and high-quality recommendations to consistently produce sound business insights from analyses
- Manage client relationship from initial phase to completion of the project; and ensure effective communication and strong collaboration to gain clients trust and confidence
- Proactively support business development with existing and new clients
- Contribute to the organizational improvement, initiatives, change management, human resources, operations, and strategy
- 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



- 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 duties as assigned

Profile and Qualifications	
Minimum Education	<ul style="list-style-type: none"> • Excellent academic credentials: Master’s degree or a related postgraduate degree or qualification is preferred
Professional Experience	<ul style="list-style-type: none"> • 5 years of relevant experience in private (ideally) or development sector
Knowledge	<ul style="list-style-type: none"> • Strong knowledge in management consulting, and practical and insightful management advice • Knowledge of Asia & regional business environment and economy preferred • Proven track-record of competent leadership in a work, academic, or extra-curricular setting • Advanced proficiency in MS Office Suite (Word, Excel, PowerPoint, and Outlook)
Skills and Abilities	<ul style="list-style-type: none"> • Exceptional analytical and quantitative problem-solving skills • Ability to effectively communicate complex ideas through strong verbal, written and presentation skills in English (ability to communicate and present in Khmer is an advantage) • Strong interpersonal skills; and be able to work effectively with people at all levels, both internally and externally • Ability to Identify and proficiently applies wide range of analytical frameworks / tools and helps case-team apply them • Ability to effectively coach, mentor and supervise junior team members • Ability to consistently deliver high-quality performance in all aspects of your work • Ability to master new challenges in unfamiliar disciplines and fields of expertise • Ability to manage several projects simultaneously • Ability to cope with pressure and challenging environment



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Other Requirements

- Willingness to travel when necessary

Applications

EMC is committed to diversity and inclusion within its workforce and encourages qualified candidates regardless of gender, age, religious and ethnic backgrounds, including persons 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 **“Senior Consultant - International Business”** 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](#).