

## 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 Private Sector Strategic Partnerships 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, modeling and analytics efforts, bridging access to capital, and other business advisory services. Our key clients include conglomerates and SMEs seeking strategic, operational, financial, and digital business transformation solutions to support their growth.

### Job Vacancy

Position	Innovation Lab Manager (Senior Consultant Level)
Department	Corporate and SME Business Advisory
Report To	Director
Location	Phnom Penh
Type of Employment	Full-Time

### Duties and Responsibilities

- Ensure Innovation Lab unit performance achieves set objectives/KPIs and lead the organization, planning, and implementation of strategic initiatives
- Lead research plan focusing on developing consulting offerings that address market (SME/Corporate) needs and pain points relevant to overall departmental objectives and goals
- Lead in requirements analysis and information gathering and customer journey mapping from both internal and external stakeholders
- Lead in design, development, and delivery of differentiated consulting offerings throughout product lifecycle to both internal and external stakeholders
- Lead in developing and communicating product roadmap and go-to-market strategy
- Lead in Financial Model planning, analyses, forecasting, and valuation using financial modelling best practices to develop and pilot automated financial product offerings
- Lead in Business Plan/Pitch Decks planning, analyses, design and development using best practices localized to develop and pilot automated business plan offerings
- Lead in Data/ Meta-Data/ Data Analytics strategy, analyses, design and solutions for internal stakeholders
- Cross-collaborate with department units for pilot testing of products and applying agile project management techniques in progressive iterations of products
- Work with Director, Leadership and Finance team to plan annual initiatives and budget

- Develop period progress and milestone reports and updates of unit initiatives for Director and Leadership team
- Ensure that EMC's brand and work maintain the highest standards of quality and ethical conduct

### Profile and Qualifications

Minimum Education	<ul style="list-style-type: none"> <li>• Undergraduate degree and excellent academic 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 & Knowledge	<ul style="list-style-type: none"> <li>• At least 3 years in leadership capacity and/or product development/product management in a leading management consulting/financial consulting or relevant professional/technology firms</li> <li>• Experience in developing and driving strategic vision initiatives with stakeholders</li> <li>• Experience and strong interest in working in a highly agile environment creating consulting offerings – particularly SME/Corporate-targeted products</li> <li>• Experience in building, managing and growing Innovation Lab environments preferred</li> <li>• Experience in creating and implementing product strategy/roadmap, product development and lifecycle management preferred</li> <li>• Experience in understanding and working with/in Cambodia's SME/Corporate market</li> </ul>
Competencies	<ul style="list-style-type: none"> <li>• Creative and Critical Thinking and Problem Analysis</li> <li>• Leadership and Team Management</li> <li>• Planning, Prioritization, Organizing and Monitoring</li> <li>• Verbal and Written Communication Skills</li> <li>• Customer oriented and Relationship Building</li> <li>• Analytical and Attention to Detail</li> <li>• Project Management (Agile preferred)</li> <li>• Coaching and Mentoring</li> <li>• Results and Quality work -focused</li> </ul>
Other Requirements	<ul style="list-style-type: none"> <li>• Willingness to travel when necessary</li> </ul>



EMERGING MARKETS  
CONSULTING

### 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 **Innovation Lab Manager** 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](#).