

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, and digital business transformation solutions to support their growth.

Job Vacancy

| | |
|--------------------|------------------------------------------|
| Position | Consultant, Business Research & Insights |
| Department | Corporate and SME Advisory |
| Business Unit | Strategic Partner Portfolios (“SPP”) |
| Report To | Senior Portfolio Manager |
| Location | Phnom Penh |
| Type of Employment | Full Time |

Duties and Responsibilities

- Design, manage and coordinate, and conduct secondary research on local, regional and international industries and markets including gathering and triangulation of data/information from various sources (industry and annual reports, associations, ministries and regulatory bodies, business contacts, and 3rd party data/information providers)
- Identify key implications of research and collaborate with the consulting team to create and visualize clear, compelling, and business-focused insights and stories about data/information in the form of high-quality consulting PowerPoint decks, charts, reports, spreadsheets, models and frameworks that are relevant in solving stakeholder problems. Typical analysis tasks include (but not limited to) market sizing, identifying market trends and opportunities, growth projections and profiling
- Develop and grow a solid understanding of secondary research frameworks and methodologies, market trends, issues and latest developments to efficiently respond to complex research questions to deliver synthesized fact-based insights and solutions to clients and the consulting team – eventually building deep sectoral and country

knowledge related to Cambodia and the region and become a knowledge thought partner for the EMC consulting team and clients

- Act as the focal liaison for all secondary research-based initiatives and project workstreams within the Strategic Partner Portfolio business unit
- Actively support capacity development in secondary research in the department by providing active supervision, guidance, training and coaching sessions for junior consulting team members in secondary research-based workstreams
- Utilize analytic tools to prepare and analyze large datasets to distill key insights
- Be responsible for managing the 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
- Develop and maintain contacts with 3rd party data/information providers
- Embrace and champion organization’s vision, mission, core beliefs and values, team diversity, and culture – 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"> • Undergraduate degree and excellent academic record in a top-tier university; A Master’s degree or related postgraduate degree or qualifications is an advantage |
| Professional Experience | <ul style="list-style-type: none"> • 2+ years of experience in relevant industries (business research, consulting, analytics, or corporate strategy roles) in relevant functional domains • Previous experience with leading and executing market/business research and analysis as a Research Manager is an advantage |
| Knowledge | <ul style="list-style-type: none"> • Good knowledge of the Cambodian and regional market with solid understanding of economic, sectoral and business/finance/economics concepts and terminology • Proven track-record of competent leadership in a work, academic, or extra-curricular setting • Advanced proficiency in productivity tools and processors including database searching, PowerPoint, Word processing, Excel-based analysis, and online research |
| Skills and Abilities | <ul style="list-style-type: none"> • Advanced PowerPoint and Excel skills with experience in developing research reports in PPT or Word is an advantage • 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) |

| | |
|--------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| | <ul style="list-style-type: none"> • Strong interpersonal skills; and be able to collaborate effectively with people at all levels, both internally and externally • Ability to effectively coach, mentor and supervise junior team members • Excellent problem solving, analytical and quantitative/qualitative skills – inquisitive and can structure and ask the right key questions • Excellent time management and agility to meet tight deadlines and handle simultaneous workstreams/projects |
| Other Requirements | <ul style="list-style-type: none"> • 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 **“Consultant – Business Research & Insights – Corporate and SME 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](#).