



Creating value for people and nature

Job Advertisement

Looking for a new, exciting and fulfilling challenge and committed to participate in the support to increase indigenous population livelihood and to protect the Cambodian's forest and wildlife in one of the most beautiful region of Cambodia, please apply, we need you!

The Mondulkiri Forest Venture (MFV) based in Sen Monorum, the capital of the Mondulkiri Province, is the result of a long-standing relationship between WWF Cambodia, local communities and WWF Switzerland.

MFV aims at improving local community livelihoods in and around protected areas and to generate profits for forest conservation.

MFV sources sustainably harvested honey, resin and bamboo from the wild from community associations from the Mondulkiri province. After some processing, these resources are sold to national wholesaler or retailers. Whereas wild honey already has an established stable market, resin is having difficulties in finding a market and, bamboo is new to the region. Over time, other resources such as dried mushrooms or medicinal herbs may broaden the product range. In the medium term MFV aims at having its products certified as well (the most appropriate labels still need to be identified).

Currently, MFV is looking to recruit one qualified and highly potential **Business Manager** to manage MFV business and will be based in Mondulkiri province, Cambodia.

I. Major Function

The Business Manager is responsible in the overall operation of the business activity of MFV which includes marketing, dealing with clients, and product suppliers, financial management, and overall management of day to day operation of the business.

II. Main objectives:

1. Make MFV financially sustainable in the medium term
2. Secure diversified commercial contracts with buyers for the three MFV products
3. Diversify MFV product offering, increase added value and assess certification options
4. Ensure sustainable sourcing.

III. Major Responsibilities:

A. Business development:

1. Overall responsibility for the operational business activity of MFV
2. Overall responsibility for the products quality and product development
3. When necessary, update business plans of MFV with the Board of Director (BoD)
4. Provide technical expertise on the management of products, marketing, and sales;
5. Liaise with governmental agencies, MFV Board Advisory Board and members.
6. Support MFV members to ensure quantity and quality (including sustainability) of supply

B. Management and supervision:

1. Staff management
2. Develop monthly and annual action plan of MFV;

3. Prepare and submit activity and financial reports (monthly, quarterly, and annual reports) for Board Members, partner organizations, investors and relevant institutions if necessary and as requested;
4. Provide half year progress reports on social and environmental issues
5. Approve the activity report, financial statements, documents, and requests of staff;
6. Share new information with the members of MFV;
7. Monitor and evaluate the process, marketing, finance and product management;

C. Working Relationships

1. Interact on regular basis with MFV Board of members, MFV board of Advisers, MFV project partners such as WWF Cambodia, WWF Switzerland, NTFP-EP, and Nature Wild
2. Interact with Government agencies at national, provincial, district, and commune levels, as well as other NGO partners, communities, and other stakeholders. Some interaction with investors and donors may be required.
3. Regular interaction with partner companies of MFV

IV. Required Qualifications, Skills and Competencies:

1. Minimum bachelor degree in Business Management
2. Long and proven experience in business management and sales and marketing
3. Experience in start-up management a plus
4. Knowledgeable on non-timber forest products and related by-products or agricultural products
5. Self-motivated, resourceful, sales oriented and result driven with knowledge of customer relationship management and strong drive to achieve sales target
6. Dedicated to meet and exceed customer expectations
7. Ability and willingness to work with local communities
8. Excellent communication skills and proficiency in oral and written English
9. Willing to be based in Monduliri province with occasional trips to Phnom Penh or other parts of Cambodia
10. Willing to travel to remote villages in Monduliri

For detailed job description, please visit the Employment page of <http://cambodia.panda.org>

How to apply?

Email a cover letter with your **salary expectation** and CV email address below: malle.pelisson@wwfgreatermekong.org with the subject line **Business Manager**

Deadline for applications: **27 November 2016**

MFV is an equal opportunity employer and committed to having a diverse workforce.