



KICPAA

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JOB OPPORTUNITY

The Kampuchea Institute of Certified Public Accountants and Auditors (KICPAA) is established by LAW on Accounting and Auditing. KICPAA is the only National Profession Body of Accountancy in Cambodia. Currently, KICPAA is seeking one qualified and experienced candidate to fulfill the position of Business Development Manager based in Phnom Penh.

Title: Business Development Manager

Role and Responsible:

- Work with key stakeholders to develop brand awareness through the development of accounting journal, workshop/conferences, and other relevant events;
- Build good relationships with employers to promote accounting profession and its importance;
- Present new products and services to key stakeholders and enhance existing relationship;
- Identify opportunities for campaigns, products and distribution channels that will lead to an increase-member and understanding of accounting profession among public;
- Investigate non-members who have been practicing the profession without having membership with KICPAA;
- Attract qualified accountants to become members of KICPAA;
- Prepare a detailed business plan to increase comprehensive services for members and non-members;
- Enhance KICPAA's reputation by working closely with relevant stakeholders;
- Screen potential business deals by analyzing accounting market strategies, deal requirements, evaluating options, and recommending membership attraction;
- Locate or proposes potential business deals by contacting potential partners discovering and exploring accomplishment;
- Manage members, membership database and keep in touch with members;
- Promote member engagement;
- Facilitate membership recruitment process; and
- Perform others tasks assigned by CEO;

Requirements:

- ✓ Bachelor Degree with minimum of 3 years experience in sale/marketing, management or related field
- ✓ English proficiency
- ✓ Confident and professional manner
- ✓ Good interpersonal skill
- ✓ Willing to work under pressur

Application information and closing date:

If you are interested, please send your C.V to Email: training-event@kicpaa.org or place your hardcopy at KICPAA address (8th Floor, V Trust Tower, Street 169, Sangkat Veal Vong, Khan 7 Makara, Phnom Penh) before **30 September 2020**. Softcopy is preferred.

