



Job announcement

Marketing and social business development officer

Working in Cambodia since 1984, **Enfants & Développement (E&D)** is implementing projects focusing on the child, the family and the community. It is committed to promote and strengthen the rights of children, women and discriminated groups. In its 4 countries of intervention (Cambodia, Vietnam, Nepal and Burkina Faso), E&D is now recognized for its expertise in early childhood education, social work, vocational training and maternal and child health. Through its projects, E&D builds the capacity of disadvantaged populations and local civil society to empower them to improve their living conditions by themselves. Enfants & Développement and local partner Krousar Yoeung have been working on early childhood care and development interventions in Cambodia since more than 20 years, in close relationship with Cambodian Ministry of Education. Today, E&D and KrY are recognized for their expertise in innovative pedagogy, parenting and community mobilization.

The project

In May 2016, both partners started a new phase of the Early childhood resource center project. A first phase of the project (August 2010 – April 2014) allowed the creation of a Resource Centre in Phnom Penh, providing early childhood stakeholders with training, pedagogical tools through a social business approach. Phase 2 of the project (2016-2019) will allow strengthening the innovation capacities and the sustainability of the ECRC, to better fulfill the needs and expectations of the communities and early childhood professionals. The main goal is to expand the social business to sustain its innovation capacity and scale up its impact and distribution networks. One of the most important aspects of the project is the reinforcement of our local partner's staff capacities, Krousar Yoeung.

Responsibilities

In close relationship with the resource center coordinator and operational team, and under direct supervision of the project manager, the business development officer will be responsible for:

Business Development:

- Design and set up operational management tools
- Improve and update business plan, support strategic planning
- Facilitate resource centre steering committee meeting
- Prospecting on field (speeches and going towards potential customers)
- Development of partnerships: producers, clients, related businesses
- Supervision of monitoring
- Processes improvement, submission of your ideas to help the business growth as a whole.

Marketing:

- Support marketing strategy design and implementation
- Creation of marketing materials
- Manage and update website content and design
- Community management on Facebook: communication to target, nourish and manage facebook page
- Set up customer service and support management of customer relationship

Local team capacity building

- Introduce basic business concepts to partner's team
- Build capacity of local team in business management and marketing
- Regular coaching and technical support of local team

Experience:

- Business school degree, speciality in social business is a plus
- Business management and development experience
- International experience
- Experience in education / early childhood / pedagogy is a plus

Skills:

- Entrepreneurial spirit
- Ability to transfer skills, build capacity – good pedagogy
- Great motivation
- Open-minded, able to understand culture difference and adapt to them
- Responsible, dynamic, creative and initiative-taker
- Excellent English (both written and oral skills). Speaking khmer and/or french is an asset.
- Willing to work in a small entity full of potential
- Knowledge of WordPress (another CMS is a plus), Photoshop. In design or illustrator is a plus.

Conditions:

Duration: 1 year from July 2016

Location: Phnom Penh - Cambodia

Contract: Cambodian law contract for khmer national or French volunteer (VSI) contract for foreigners

Salary & benefit: 1,000€ or 1,100US\$ monthly (health insurance + 13th month for Cambodians, health insurance and plane ticket for foreigners)

To apply:

Please send CV, cover letter and references **in english**, under reference "SB officer -2016" to:
recrutement@enfantsetdeveloppement.org

Application deadline: July 15th, 2016. E&D will review applications as they arrive.

E&D will not be able to respond to all applications. If you have not received any answer before August, you could consider that your application has not been selected.