



Phnom Penh, August 27th, 2024

Job Announcement

INTEAN POALROATH RONGROEURNG LTD (IPR), Microfinance Institution, seeking new candidate for the following position:

No	Position	Branch Location	Number
1	Sale & Marketing Manager	Head Office (PHNOM PENH)	01

The position, Sale and Marketing Manager (SMM) plays a crucial role in driving the institution's growth by promoting its products and services, managing customer relationships, and ensuring the achievement of sales targets. This position is under direct supervision of Operation Department. Here are the key responsibilities:

Duties and Responsibilities:

- ✦ Promoting the company's existing brands and introducing new product to the market.
- ✦ Researching and developing marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's marketing goals.
- ✦ Analyzing budgets, preparing annual budget plans, scheduling expenditures, and ensuring that sales team meets their quotas and goals.
- ✦ Gathering, investigating, and summarizing market data and trends to draft insightful reports that will help the Management in making impactful decision.
- ✦ Maintaining relationships with important clients by making regular visits, understanding their needs, and anticipating new marketing opportunities.
- ✦ Staying up-to-date on the development and changes in the industry by attending educational opportunities, conferences, and workshops, reading publications, and maintaining personal and professional networks.
- ✦ Cooperate with the Human Resource Department for recruiting, training, scheduling, coaching, and managing marketing and sales teams to meet sales and marketing human resource objectives.



Qualification Requirement for Branch Manager:

The Sales and Marketing Manager needs to be strategic, customer-focused, and results-driven, with a deep understanding of the microfinance sector and the ability to adapt to the unique challenges it presents. The qualification of SMM shall be as follow:

- ✦ At least three years of practical experience in related task with MFIs.
- ✦ Smart decision maker with good coordination skills, creative thinking and analytical skills.
- ✦ Strong commitment and be able to multitask within tight deadlines, ready to work occasionally overtime and to travel to the provinces.
- ✦ Knowledge of computer (MS-Office, e-mail, Internet and Design)
- ✦ Good Command of English, both in speaking and in writing.
- ✦ Good Communication and presentation skills.
- ✦ Bachelor degree in Business Administration major in Marketing is advantage.

Benefits:

IPR offers a competitive benefits to the qualified candidate included the following:

- ✦ Fixed Salary offer according to the candidate qualifications (\$850-\$1,500)
- ✦ Yearly incentive based on annual net profit of the branch.
- ✦ Bonus for Khmer New Year and Pchum Ben festivals.
- ✦ Maternity Allowance (for women only).
- ✦ Work related accident and health insurance paid to NSSF.
- ✦ Pension Allowance with NSSF.
- ✦ 18 days of annual leave, 10 days of sick leave and 7 days of special leave.
- ✦ Uniform every year.
- ✦ Other benefits according to the company policies.

How to Apply:

Interested candidate shall submit Curriculum Vitae (CV) with Cover letter to IPR Office location: House # 72B St 317, Sangkat BoengKak 2, Khan ToulKork, Phnom Penh; and/or by telegram and phone number: [010 520 000](tel:010520000), email: hof@iprmfi.com or Job@iprmfi.com Please visit IPR website: www.iprmfi.com for more information.



គ្រឹះស្ថានប៊ីធើរហិរញ្ញវត្ថុ
ក្រុមហ៊ុន ពលរដ្ឋរុងរឿង អិលធីឌី
INTEAN POALROATH RONGROEURNG LTD

Phone: 023 990 237, Fax: 023 950 211,
Email: info@iprmfi.com, Website: www.iprmfi.com
Address: #. 72B, St. 317, Village 06, Sangkat Boeung Kak 02,
Khan Toul Kork, Phnom Penh, Cambodia.

Note:

- ✚ Deadline for application is at 15 September 2024 at 5:00 pm.
- ✚ Only shortlisted candidates will be contacted for interview.
- ✚ All application and attachments are not returned.
- ✚ IPR provide equal employment opportunity without discrimination on the basis of race, color, religion, sex, disability, or family status.