

## Apply today and you could be... A Market Development Adviser in Cambodia

### What's the context and purpose of the role?

Much of Cambodia's population rely on natural resources to make a living, however a lack of long term strategic planning is making this population vulnerable to market forces and resource depletion. The VSO Enterprise Development Project is a collaboration with three non-governmental organisations (NGOs) and VSO to build the enterprise development and marketing capacity of NGOs.

### What does the role involve?

- Creating a detailed business plan for the project and help put it into action
- Building the capacity of local NGO and community based organisations (CBOs) to train disadvantaged rural communities in how to build successful micro-enterprises
- Conducting market assessment and make recommendations
- Acting as an intermediary in market interventions
- Support NGOs, CBOs and village stakeholders to meet with other market players
- Develop market awareness and literacy amongst communities



### What skills, experience and personal qualities are needed for the role?

To succeed in this role you will need broad skills in either: sales, sales management or general business operations. An ability to adapt your knowledge and experience to challenges as they arise will prove vital. Market research skills and experience of market development will be a strong asset. Evidence of giving advice or managing others will be useful as you work with communities and organisations alike. A degree or at least five years work experience will also be necessary.

### And the rest...

You will be based in Battambang, 290kms north of Phnom Penh, a city with a population of 80,000. Battambang is the administrative centre for the local government and you will also find the largest schools, training colleges and hospitals located here. Fishing and rice cultivation is the main income sources for the region. As your job will involve travelling to rural communities, you will be required to ride a motorbike – which VSO provides full training.

We'll ask you to commit to 12 - 24 months to make a sustainable contribution to our development goals. In return, we'll give you comprehensive financial, personal and professional support. We'll provide you with extensive training before your placement, and our financial package includes a local salary, return flights, accommodation, insurance and more. When you return to your home country, we'll help you to resettle and many of our returned volunteers stay involved with us long after their placement ends.

[www.vso.org.uk/volunteering](http://www.vso.org.uk/volunteering)