

MILVIK (CAMBODIA) MICRO INSURANCE Plc., operating under the brand “**BIMA**”, is a part of Milvik AB and is an international micro insurance company headquartered in **Stockholm, Sweden**.

BIMA uses disruptive mobile technology to bring insurance and health services to consumers at the bottom of the pyramid, on a scale never before possible. In just six years, BIMA has established itself as one of the fastest-growing and most innovative companies working in emerging markets. We already have thriving operations in 14 markets across **Africa, Asia and Latin America**. **BIMA** has been operating in Cambodia since 2014 in partnership with Smart Axiata Co., Ltd.

BIMA is currently looking for a qualified candidate to fill the position below:

JOB TITLE	Business Development Officer	JOB LOCATION	Phnom Penh
REPORTING TO	General Manager	# OF HIRING	01

We’re seeking a bright, inspired, and highly energetic individual to help us build an entirely new line of business. This is a new position and a great opportunity to join an award-winning mission-driven company. The chosen candidate will assist in developing and managing a pipeline of strategic partnerships. The candidate should be equally comfortable doing groundwork on the streets and creating presentations behind a computer screen. It’s the perfect role for a budding entrepreneur to gain valuable experience.

KEY RESPONSIBILITIES

- Conduct primary market and consumer insights research using survey, focus group, and individual interviewing methods
- Analyze research findings to develop hypotheses
- Assist in rapid prototyping and pitches to validate and test hypotheses
- Assist in development of reports and presentations on research topics
- Support senior management in building and maintaining partnerships
- Assist senior management as necessary in product development, marketing, and sales
- Scope for future tasks will depend on projects as decided by management, and may include lead generation, relationship building, design of the business model and operations of the partnerships

REQUIRED QUALIFICATIONS

- Bachelor’s degree
- Previous experience in market research or business development preferred
- Self-motivated and able to work in an unstructured environment
- Good natured and able to develop positive relationships with a wide range of stakeholders
- Basic qualitative research skills (interviews, focus group facilitation, etc.)
- Able to work creatively and brainstorm with team
- Able to travel to provinces
- Basic computer skills

BIMA offers competitive salary and benefits such as working insurance cover, career and personal development opportunities, Staff/Spouse Delivery Benefits, Khmer New Year and Pchum Ben bonuses, financial support for marriage, BIMA health benefits, Five-Day Work Week, public holiday according to labor law, annual salary increments etc.

Only short-listed candidates are invited for an interview!

Interested candidates may send your cover letter and CV to recruitment@kh.milvik.com or visit us at the following address: #68E1, 1st Floor, The iCON Professional Building, 216 Norodom Blvd., Sangkat Tonle Bassac, Khan Chamkarmorn, Phnom Penh, Cambodia. Tel: (855) 23 726 721, Website: www.bima.com.kh.