

VRIENS & PARTNERS

NAVIGATING THE POLITICS OF BUSINESS

DIRECTOR, CAMBODIA

Vriens & Partners (V&P) is the leading government affairs consulting firm in Southeast Asia. Headquartered in Singapore, the firm has offices in Indonesia, Vietnam, Thailand, the Philippines, Myanmar, Malaysia, Cambodia and Washington DC. Our team comprises over 110 full-time employees of over ten nationalities, as well as 30 senior advisors from across the region. Our clients are primarily major multinationals, along with various business associations and non-governmental organizations. A growing advisory firm, V&P offers a dynamic and fulfilling work environment.

POSITION

The Director will lead our growing Cambodia government affairs practice, and contribute to regional client and project coordination and business development. They will be an inspiring leader, a skilled analyst, an insightful client manager, an organised project manager, and possess strong EQ, business sense, and cross-cultural skills.

Your priority will be to oversee Cambodia-focused advisory work, developing Government Affairs strategies for our multinational clients to advance business objectives. You will be conversant communicating public policies and engagement strategies to clients. You will also manage and mentor a team of Government Affairs consultants.

Along with senior management, you will interact with regional and global executives, strengthen the firm's government affairs practice, and build market share. You will also raise the firm's profile with key stakeholders by maintaining and growing the firm's network in Southeast Asia's public, private, and political spheres.

As Director, you'll keep a close eye on legislative and policy changes that could impact V&P's clients, assess challenges and opportunities, and lead research on policy issues. You'll also prepare and deliver written and verbal analysis and strategy for clients.

QUALIFICATIONS

- At least 10 years of relevant work experience in a related field whether in government, consulting, in-house government affairs role, journalism, or think tanks.
- Proven expertise in government affairs and public policy.
- Excellent analytical skills, sound judgment, and business development acumen.
- Strong knowledge and understanding of politics, government, and bureaucracy in Cambodia and Southeast Asia.
- Excellent project management skills and ability to handle multiple tasks.
- Conversant in government protocol.
- Motivated self-starter, team player, and eagerness to contribute to firm's growth.
- Excellent written and oral communication skills in English.
- A relevant undergraduate degree, preferably in political science, international relations, history, economics, public policy, or law. An advanced degree is a value-add.

APPLYING

Interested candidates should send their applications to careerscambodia@vrienspartners.com and indicate the position being applied for in the subject line. Please include a cover letter in addition to your resume.