

Job Announcement

GIZ is a federally owned enterprise and is supporting the German Government in achieving its objectives in the field of international cooperation for sustainable development.

The programme “**Improved Competitiveness of National Enterprises II (ICONE II)**” supports the Cambodian government and the private sector to expand their competitiveness and attract more foreign cooperation and investments. It works on improving investment condition, cooperation with German and other international businesses, increase the productivity and investment readiness.

The project is part of a cluster in GIZ for “Sustainable economic development” in which several other projects are located in the area of trade facilitation, textile industry, vocational education and training, digital transformation as well as small and medium enterprise support.

We are seeking a highly dedicated and knowledgeable national candidate for the position of **Advisor Private Sector Cooperation based in Phnom Penh.**

The main duties of the position include:

- Manage the project’s activities in the field of private sector cooperation with a focus on developing partnerships and investment projects between Cambodian enterprises and German/ European enterprises.
- Assess sectors that are particularly relevant for German investment cases in Cambodia, such as tourism, light industry, automotive, manufacturing, energy, logistics and others.
- Develop business cases with the private sector in selected sectors, that lead to foreign direct investment in Cambodia, e.g. through B2B, matchmaking, trade fairs.
- Establish and expand networks with business associations, chambers, and private sector development groups.
- Connect investment tools and policies to the needs of foreign direct investors.
- Support potential investors and local enterprises during the identification, development and implementation of joint investment projects.
- Support other activities of the project aimed at improving the competitiveness of Cambodian companies as well as aligning them with European and German investors.
- Identify and assess suitable Cambodian enterprises for international cooperations and establish a strong network with private sector leaders.
- Ensure smooth communication with partners, project team members and other GIZ projects related to the assigned duties.
- Support with other duties/additional tasks assigned by the project manager and team leads.

Required Entry Qualifications and Competencies

- Master’s degree in Economics, Business Administration, or related fields from a recognised college or university
- At least 5 years of professional experience in a comparable position
- Proven track record in understanding the needs of the private sector regarding business development and investments, ideally through hands-on experience

- At least 3 years of professional work experience working with the private sector in one of the following sectors: Agri-processing, textile, manufacturing, automotive, light industry, tourism or similar sectors
- Established network with strategic partners, such as private sector enterprises, business associations, trade bodies and government
- Working experience with European enterprises will be a strong asset
- Strong economical skills and business acumen, understanding market trends and business development
- Very good working knowledge of ICT devices (computer, smart phone etc.) and relevant software (in particular MS Office)
- Excellent communication skills and ability to communicate on different levels and with different target groups (public and private sector)
- Excellent knowledge of English and Khmer, both written and spoken
- Excellent project management skills
- Able to work independently on various subjects, but at the same time being a real team player
- Persistent and focused on the tasks with strong results orientation, but at the same time open-minded and flexible
- Very good organisational skills and ability to work on one's own initiative
- Willingness to upskill as required by the tasks to be performed – corresponding measures are agreed with management

How to Apply

Interested and qualified candidates are invited to submit the following:

- **Cover Letter:** Please specify the job title and justify how you meet the requirements. **Note:** Salary expectations (gross amount) must be included.
- **Updated CV:** Please do not attach certificates or diplomas at this stage.
- **Recommendation Letters:** Copies of your most recent recommendation letters from previous employers. (Please consolidate multiple letters into one PDF document)

Contact Details:

GIZ Office Phnom Penh

Email: hr-cambodia@giz.de

Closing date: 30 September 2026

Women, diverse people, and people living with disabilities who consider themselves to have suitable qualifications are encouraged to apply.

Only shortlisted candidates will be contacted for an interview within two to four weeks after the application deadline.

You can find this job advertisement on our Facebook page: www.facebook.com/gizcambodia and LinkedIn page: www.linkedin.com/company/giz-cambodia.

Important: All applications **must** be submitted directly to our official email address: hr-cambodia@giz.de. Applications will only be processed if submitted through this designated channel.

Privacy Notice for Applicants:

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is committed to protecting your personal data. All personal information you provide during the application

process will be collected, processed, and stored in accordance with applicable data protection regulations, including the EU General Data Protection Regulation (GDPR).

By submitting your application, you consent to the processing of your personal data for recruitment purposes. Your data will be used solely within the context of the recruitment procedure and will not be disclosed to third parties without your consent, except where required by law. Your personal data will be retained only as long as necessary for the recruitment process and according to statutory retention periods.