



Chemonics International seeks local national applications for the following positions for an anticipated USAID-funded project that aims to integrate small and medium enterprises (SMEs) into global value chains:

- **Business-to-business (B2B) Platform Leads**
- **Small and Medium Enterprise (SME) Capacity Leads**
- **Small and Medium Enterprise (SME) Investment Leads**

The B2B Leads, SME Capacity Leads, and SME Investment Leads will work within a dynamic team environment surrounded by thought leaders with expertise in economic growth and micro-, small, and medium enterprise (MSME) development best practices. The positions will be based in Ho Chi Minh City (HCMC) and will report to the Deputy Chief of Party (DCOP), also based in HCMC. We are looking for individuals who have a passion for making a difference in the lives of people around the world.

Responsibilities:

- Works with private sector partners to establish/support a B2B platform: a modern, public, multi-faceted and multi-lingual website that serves as an information clearinghouse for business opportunities available to SMEs in Vietnam. The B2B platform will also include research products that could help facilitate FIE-SME transactions such as demand mapping and supplier capacity diagnostics;
- Works with local partners to develop and scale up supply chain linkage capacity development activities. This will include but are not limited to education activities and business training sessions to build SME skills and capacities;
- Analyzes investment landscape; identifies potential investors; and organizes investment matchmaking opportunities.

Qualifications:

- Bachelor's degree in economics, business management, market systems, international trade, trade policy, or a related field required. Master's degree highly desirable;
- Minimum 7-years professional experience in business management, private sector development, regional integration, regulatory reforms, and/or related experience;
- Minimum 5-years professional experience in Vietnam, and extensive knowledge of Vietnamese business groups, trade facilitations and associations preferred;
- Knowledge and/or experience with e-commerce preferred for the B2B Lead;
- Demonstrated experience in a position of supervisory responsibility and collaborating with various stakeholders/counterparts;
- Ability to supervise teams to achieve contractual objectives;
- Ability to travel throughout Vietnam;
- Excellent written and oral communication;
- Demonstrated leadership, versatility, and integrity;

- Fluency in English and Vietnamese required.

Please submit electronic submissions of CV and cover letter to VietnamSMERecruitment@chemonics.com by 1 February 2018. Please include “B2B Lead”, “SME Capacity Lead”, and/or “SME Investment Lead” in the subject line as appropriate. No telephone inquiries, please. Finalists will be contacted.