



Vacancy Announcement

Chief Operating & Commercial Officer (Remote)

Date: 5 June, 2025

Location: Remote (required field visit within Myanmar & SEA)
Contract Type: Fixed-Term
Reports To: CEO
Duration: 12 months – with possibility of extension
Start Date: As soon as possible

Myanmar Youth Empowerment Opportunities (MYEO) is, an impact-oriented edutech firm, founded to accelerate Myanmar's next generation youths with relevant 21st-century skills and transformative learning opportunities through an affordable mobile-based online learning platform that increases youth employability and paves the way for a high-skilled workforce for organizations in Myanmar. Our mission is to equip all of Myanmar's youths with the skills to be valuable members of the Myanmar work system and community.

Our Culture Code: We are a mission-driven team with high levels of execution and value ideas over egos or other nuances. Our team is agile, dynamic, innovative, young, fun and diverse with remote work culture in our DNA. We do not tolerate any form of discrimination and strive for equality and individual freedom through skills empowerment across Myanmar.

Objective of the Role: This is a critical, expansive role for a strategic, hands-on leader with a CEO mindset. You will drive commercial strategy and meticulously oversee all operations for our training institute and integrated career center across Myanmar and Southeast Asia. This role demands exceptional stakeholder management, ensuring alignment to deliver high-quality education, sustainable growth, strong career outcomes, and market leadership. You will essentially act as the "CEO of the Training & Career Institute," navigating a diverse, evolving market while maintaining a strong physical presence.

KEY RESPONSIBILITIES:

Commercial Strategy, Sales & Growth

- **Drive Sales & Partnerships:** Develop and execute commercial strategy, securing major sales, key accounts, and strategic partnerships to achieve ambitious revenue goals.
- **New Market Opportunities:** Identify and capitalize on new market opportunities, emphasizing learning and employment solutions.



Operational Excellence & Execution

- **Oversee All Operations:** Ensure efficient, high-quality, and scalable delivery of all training programs and career services.
- **Optimize Processes & Quality:** Streamline operations for curriculum, instructor management, admissions, career counseling, and job placement. Implement KPIs for training satisfaction and career outcomes to ensure quality and continuous improvement.
- **Technology & Compliance:** Manage technology infrastructure and ensure compliance with regional educational standards.

Financial Performance & P&L Ownership

- **Full P&L Responsibility:** Own all revenue functions, accountable for achieving ambitious revenue and profitability targets for the entire Institute.

Stakeholder Management & Regional Presence

- **Cultivate Relationships:** Build and maintain exceptional relationships with internal teams and external stakeholders (clients, employers, government bodies, students) through virtual tools and critical in-person visits.

Market & Customer Insights

- **Market & Labor Trends:** Conduct in-depth market analysis to understand industry and labor market trends in Myanmar and SEA, informing curriculum and career services.
- **Customer-Centric & Data-Driven:** Champion a customer-centric approach, overseeing the learner journey and leveraging data for informed decisions.

Leadership & Team Building

- **Lead High-Performing Teams:** Build, lead, mentor, and inspire diverse, cross-functional commercial, operational, and career services teams.

COMPETENCES

- **CEO Mindset & Commercial Acumen:** True business leader driving sustainable growth in emerging markets.
- **Strategic & Analytical:** Develop and execute strategies, make data-driven decisions.
- **Hands-On & Adaptable:** Willing to execute, thrives in fast-paced, ambiguous environments, effective remotely with frequent travel.
- **Strong People Leadership:** Inspirational leader motivating diverse teams with cultural intelligence.
- **Customer-Centricity:** Passionate about customer experience from enrollment to employment.
- **Innovation & Growth Mindset:** Creative problem-solver for business models and career outcomes.



QUALIFICATIONS & REQUIREMENTS

- **Exceptional Operational Leader:** Proven ability to build, optimize, and scale complex educational and career service operations in developing markets.
- **Master of Stakeholder Management:** Superior ability to influence and manage diverse stakeholders remotely and in-person.
- **P&L Ownership & Financial Savvy:** Demonstrable experience with full P&L responsibility.
- **Strong Understanding of Labor Markets & Career Services:** Deep knowledge of job market trends and best practices in career development and placement.
- **Proven Sales & Revenue Generation Leader:** Track record of achieving significant sales targets in EdTech/services in SEA, closing complex deals.
- **EdTech/Talent Acquisition Experience (Preferred):** Experience or strong understanding of education, training, and talent acquisition in emerging markets.
- **Results-Oriented:** Focus on achieving measurable KPIs for training and career outcomes.
- **Language Proficiency:**
 - Fluent English and Burmese (written & spoken) mandatory.
 - Proficiency in other ethnic of Myanmar or SEA languages is a significant advantage.

Equal Opportunity Employer

MYEO is an equal opportunity employer. MYEO does not discriminate against any applicant for employment on any basis including, but not limited to: race, religion, sexual orientation, gender identity, age, disability, and marital status. MYEO welcomes and encourages candidates from underrepresented communities to join the team.

Interested candidates are welcome to submit Curriculum Vitae (CV) and Motivation Letter to the following contact not later than 22-Jun-2025.

Email: hr@mymyeo.com

Note: Only short-listed candidates will be contacted.