



*Note: Only short-listed candidates will be contacted.*

## **Job Vacancy Announcement - Strategic Partnership & Commercial Growth Manager (Remote)**

Date - 2 April, 2025

**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.

**About Strategic Growth & Partnership Manager** - This role is responsible for driving revenue growth across all business units by identifying and capitalizing on business opportunities, establishing and nurturing strategic partnerships to enhance the company's commercial footprint, leading and executing commercial strategies including business development, market expansion, and partnership management, collaborating closely with internal stakeholders to align business goals, product development, and customer engagement strategies, and developing and overseeing key performance metrics related to business growth, commercial success, and partnership effectiveness.

### **Responsibilities**

- Identify, evaluate, and pursue new revenue streams and business expansion opportunities.
- Develop and execute go-to-market strategies for new products, services, and market entry.
- Conduct market research and competitor analysis to drive informed commercial strategies.
- Build and manage relationships with key stakeholders, partners, and clients to strengthen business opportunities.
- Negotiate and structure partnership agreements to maximize mutual benefits.
- Identify potential funding and investment opportunities to support business growth.
- Develop and implement commercial plans to drive sustainable business growth.



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- Collaborate with business units, finance, and marketing teams to optimize pricing, sales, and customer acquisition strategies.
- Monitor key commercial metrics, sales pipelines, and lead conversions to ensure consistent revenue performance.
- Work closely with senior leadership to align business development goals with overall company objectives.
- Lead cross-functional teams to execute strategic initiatives and enhance organizational performance.
- Stay updated on industry trends, regulatory developments, and market shifts to maintain a competitive edge.

#### **Required Skills and Qualifications**

- Ten or more years in diverse leadership roles, driving and implementing revenue growth
- Proven track record of growing revenue through new-product development, marketing, branding, and partnerships
- Significant experience in general management and P&L supervision
- Ability to craft and execute a business strategy effectively
- Experience in making decisions based on business metrics
- Inspirational leadership style and hands-on approach
- Able to work as a data-led business leader with high level of analytics and forecasting abilities
- Able to articulate and obsessive with revenues and growth
- Able to travel in and out of Myanmar on behalf of the MYEO for partnerships and sales related

#### **Preferred skills and qualifications**

- Strong technical experience with Salesforce and other business productivity tools
- Master's degree (or equivalent experience) in business administration or related field (academic degree optional if past work experiences and results are solid)

#### **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) to the following contact.

**Email: [hr@mymyeo.com](mailto:hr@mymyeo.com)**