

Vietnam/Cambodia: 167 Hai Ba Trung Street, Ho Chi Minh/ 108, Phnom Penh
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Tel: +33 754188087/ +855 89 932024, Skype: sakal-nhim
Email: sakal@live.com.au, sakal@sido-cvl.org, sakal@metnet.com.kh

Date: 3rd February 2018

Dear Sir and Madam,

I refer to the job advertisement announced in the Website. By seeing the Mandate Statement, its services and as I read its ToR, I am interested in this position and would hereby wish to apply. **I am in Paris, France now Tel +33 75 4188087.**

I have been working for more than 29 years both INGO/UNDP and Private sector in various projects of **Business Trades Investment, Brands & Product Orientation Strengthening, Operations and Development through various sector-businesses and social projects, especially in managing, monitor and assist the Group in implementing the Group Workplace, System, Service and Product Standards reaching a proper result-based focus**, and have therefore built up a lot of experiences in overall executive project cycle management and leadership in **Sales and Marketing Intelligent Strategies, Business Models, Innovation and R&D, B2B Initiative, C-K design theory practice, 4S and KYC theory and practice ... etc** at the country and regional levels related to leading the implementation, coordination, management and representation of the company with responsible for the business growth and development with a timely and efficient implementation to ensure the department's operations align with the company's mission, strategic objectives and policies, managing staff, overseeing business projects, ensuring the company following local laws and regulations, liaising with Top Management and Board in providing reports on business activities (both verbal and written), ensuring proper financial controls are in place consistent with operational budget and representing the company in-country or other countries all relevant aspects and business activities.

I am currently various-based in Australia, Vietnam/Cambodia, and Bulgaria, managing various projects in different countries, and because my wife and my children currently live and work in Paris, France, that's why, I am looking for a new job in Paris, France or any countries nearby, as well as to be with my family. I can start from any position level and start-date is, as long as I can have an opportunity with my family in France. Please find more skill details at **A****.

Enclose is CV.

Sincerely Yours,

Nhim Sakal

Tel: +33 75 4188087

Mail box: Nhím Sakal, Delegates Du Cambodge, 2 Place de Barcelone 75016 Paris

CURRICULUM VITAE

NAME Nhim Sakal

DoB - 05 August 1966
PoB - Phnom Penh, Cambodia, Sex: Male
NATIONALITY - Khmer (Cambodian), Married with three children, Easy travel with short notice

PRESENT POSITION - **Group Director (9 yrs)**
SIDO Group (Australia, Cambodia, USA),
Website: www.sido-cvl.org
{ it has 3 entities: 1) INGO, 2) Enterprise, 3) Companies}

CONTACT ADDRESS **Vietnam/Cambodia:** 167 Hai Ba Trung Street, Ho Chi Minh/ 108, Phnom Penh (Permanent)
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Email: sakal@live.com.au, sakal@metnet.com.kh

LANGUAGE SKILLS **English – Fluent**, Khmer - mother tongue, Vietnamese – fair, French - Fair
COMPUTER – OTHER SKIL Microsoft Word & Excel, Quicken, Quick book, Data Bases and Power Point,



JOB SUMMARY

- 1. a) Group Director (9yrs), Total: a+b+c = 22yrs**, Jan 1996 – Present (22yrs), SIDO Group { it has 3 entities: 1) INGO, 2) Enterprise, 3) Companies} – various-based in Australia, Vietnam/Cambodia and Bulgaria, to multi-sector projects establish, manage, support, implement, monitor, evaluation and assist the Group in implementing the Group Workplace Standards Policies, business strategies including production and services, projects and related businesses assigned by top management in a result-based focus for different assigned countries. **Group's Products:** Automobiles, Finance, Hospital, Hotels, Construction, Transport & Logistics, Property Developers, Universities, Agriculture, Mines & Energies, Retail, Trades, Import & Export, Social Projects and Others ...
b) Deputy Group Director (7yrs) based in Vietnam/Cambodia and Australia, manage projects and operations various sectors in different assigned countries
c) Senior General Manager (6yrs) based in Australia, Cambodia, manage operations and projects in various field-sectors in different countries assigned
- 2. Project Officer (4yrs)/ Deputy General Manager (3yrs) = 7yrs - (Health Nutrition Care)**, Jan 1989 - Dec 1995, APN (Asia Pacific Network), Australia and Switzerland's Support – based in Cambodia and Thailand manage both operations and project management of all aspects

EDUCATION

From 2004 -2007

Doctor's Degree (PhD), DBA, Cambodia, Australia
Business Administration and Economic Science
Chamreoun University of Poly-Technology
Cambodia, Australia Business School

From 2002 -2003

With field business research academic in Australia
Master's Degree, Cambodia, Philippines
International Relations and Political Science
International Economic and Business Development
Chamroen University of Poly-Technology

From 1984 -1988

Cambodia with field research in Philippines
Bachelor's Degree, Hanoi Vietnam
International Relations and Political Sciences
International Economic and Business Development
University of International Relations, Hanoi City, Vietnam

Responsibilities:

I am responsible for managing and supervising all aspects of the company in relation to the business activities. I am in charge of the business development both at the regional, international, national and local level linkages, also serve as the representative of the company in the country, ensure that all operations such as workplace standards policies, projects and work program, the staff, finances and operational budget, admin. & logistics, marketing and sales, procurement process, risks, transport, warehouse and stock management, supplies and factory management, security, inventories, communications, clients increased building and maintaining relationships, and other resource works are conducted efficiently and effectively, work in collaboration with the headquarters, other country business directors, country/ areas managers and the government, NGO of the country it is operating in, both business and social projects.

Be in charge of supervising business growth and development including profits and risks, also be expected to manage and supervise business teams of employees, screening and hiring of new staff, provide training for employees and develop training, develop the business strategic plan and ensure that the operational business plans and strategic investment plans of the Company are met. Be responsible for managing all the resources of the company in the country, report back to superiors and management, Board of Directors and be required to prepare mid-year and end-year business reports on progress made per requirement. Manage and participate in all key decisions related to the business operations & Investments in country of responsibility, to ensure business programmatic and financial coherence, proactively identify and communicate significant business and company's risks, manage and mentor business teams to accomplish country business & investment objectives.

Overall achievements:

Successfully leading and managing the company's presence and business's growth according to its policies and strategies, develop a coherent country business within the framework of company's overall investment strategies and Country Business Operations Strategy, monitor the political context in the country, and if relevant the regional business development as well, analyze it, and provide input for pertinent strategic changes, report to Head Office (HO) as well, overall financial and profits responsible for all shareholders financed business activities in country, proactively work for company innovative business development approach to Company's

Agenda for Action, maintain revenues and increase profits in the country in accordance with the companies' goals.

Technical Achievements:

Successfully oversee the in-country business work plan process, the day to day operations, finance operations, budget preparation, staff and business management, strategic and annual operational planning and reporting processes. Ensure that appropriate consultation with key clients take place in the development of business strategy and plans, handling the management of the whole operation and business implementation of the company.

Maintained positively the credibility and profile, conducting the monthly business and non-business staff meetings and weekly business unit head meetings, facilitate the overall development, coordination and implementation of the country business work plan in accordance with agreed marketing and sale timeframes to clients, stakeholders and partners networking etc;

Successfully generated and continually updated socio-economic country briefs to support the advocacy function of the company, monitor and report, including through position papers and ad hoc reports, on inclusive growth and policies, monitor, report and advise the country office management on strategies to strengthen national macro-economic frameworks of strategy investment as foundations for profits growth.

Continuously achieved to collect, aggregate and analyze macro-economic data and MDG-related information, advise the country management on significant changes in national economic trends and their implication for each country office's development, e.g. Business challenges related to non-renewable natural resources, global warming, global and regional economic crisis, etc.

Successfully initiated and participated in research work to better inform country office's positioning and its capacity to deal with global and regional changes, keep abreast of economic and other trends affecting each country development, and maintain close linkages with Economists in other development partner companies operating in the target country to develop synergies.

Successfully Monitoring and Evaluation - Pre-post values, Inputs and Activities Monitoring, Effectiveness Evaluation or On-going monitoring, and Ex-post Evaluation of the target business areas.

Daily Positive Operations: Control of a day-to-day business operational activity, contribute to targets and strategies within the department and possibly within the division, influence business policies, interpretation of financial, administrative and logistics information, provision of advice to departmental managers and senior manager, interpret and analyze reports for their area and for senior managers throughout the division and more widely in other areas of the company, manage and/or contribute to business project work, produce reviewed procedures, influence

managers to work differently and adopt procedures, ensure IT policies and guidelines are fully respected by all staff members, put in place logistic guideline and procedure so that staff members can practice accordingly and collaborate effectively and prominently with business team on IT support during business emergency response.

Representation, Networking and Collaboration: Document basic country information and create a country profile, at the country level, networking with shareholders, investors and partnership development, collaborate with local partners, clients and stakeholders to ensure quality business support and successfully implementation, quality service, accountability to clients.

Budgeting and Finance Management – Successfully ensure that the accounting system is maintained and upgraded on time to ensure production of efficient and effective financial reports for company and shareholders and ensure preparation and submission of complete and accurate financial reports and cash requests to shareholders. Strengthen and maintain financial management systems in line with policies, procedures, ensure such systems are in line with shareholders' rules and regulations. Finance · Lead the country business team on financial and business administration policy and procedures, and ensure that authorization limits and procurement levels are in place, and organization's financial procedures are followed. To lead on annual budgeting process, budget monitoring and ensure correct budget implementation and reporting. To ensure managers have up to date financial information, that budget accuracy are verified and ensure that all financial reporting requirements are being adhered to and met in an efficient and effective manner. Produce monthly reports to shareholders regarding financial status of the business. To oversee the Reconcile balance sheet items, year-end schedules and analyses. Contribute to strategic management of country business and implement agreed changes within the region. Motivate and support the finance team members to implement company's performance management procedures

Administration Logistics and Human Resource - Successfully provided financial and administrative information, as required, to management staff, shareholders, and ensure compliance with all company-related, and business-specific policies, oversee execution of administration policies and ensure that policies and procedures (new and existing) are clearly communicated to staff, and are respected and ensure that all required documentation is available and stored as per company's regulations. Ensure effective and efficient logistics management. This shall include the correct procurement process, transport, warehouse & stock management, supplies, security, inventories, and communications. Ensure all policies, guidelines and procedures on logistics are strictly followed by all staff members. Ensure that logistic reports are made on time and accurately to region (and shareholders when needed). Ensure that all staff members are well trained and understand well logistic policies, guidelines and procedures. Collaborate effectively and prominently with business team on logistic support during business emergency response. Provide clear-sighted leadership on logistic support across country team.

Effective Communication – Successfully represented the company with current clients and shareholders, each government's offices, private organizations, non-governmental organizations,

and others multi-lateral and bilateral organizations working in the country and in the region, liaise with the Business Program Delivery, Agreement Management, Finance, and Compliance & Accountability staff to monitor company's regulations and policies for changes affecting the business and coordinate with other investors and shareholders implementing partners on common business objectives and activities, as needed, liaise with client's personnel on marketing and sales activities, and serve as the country new business development lead, linking with relevant departments and outer-institutions, including Opportunity Business Development and Global Engagement, focusing on a variety of productions and shareholders including the private sector, UN, IOs, NGOs, CSOs, Unions and Government.

A** It is specifically on **Strategic Brand & Product Business Planning** to lead and manage the company's strategy of engagement across all financial sources, ensure alignment of business and resources with local, national, regional or global investment development issues, to address capacity building needs, to identify and prioritize opportunities of strategic sales and marketing development to increase revenues and profits, coordinate and work closely with business staffs, areas managers, relevant country managers, distributors to draw support for effective implementation alongside with usage of plans, promotional activities on key challenges, risks and issues to develop strong and consistency sales and marketing strategic planning. More importantly, 4 Ps experiences in overall strategy brand business investment planning, effective communication with relevant third parties and both in – external networking with stakeholders (NGO, Media, Private, and Public), monitoring competitive challenging information in compiling for brand management related to pricing, distributing, promoting, quality product services providing, system and method deliveries, fosters innovation and flexibility establishment, attention to detail for motivation and attraction, energy, trust, passion, devotion, integrity and spirit that these are the main ingredients for the growth of business sites and development of its new business initiative projects achieving the business objectives with its timely and efficient implementation towards results and profits based focus.

In short, my main roles are representation of the company's specific business given responsibility at all aspects including brand sales and marketing, workplace standards, and all of above mentioned with quality services and empirical operations to its client classification towards the growth of company's profits.

As you might read my experiences, those will be accommodating to such this required position. I respectfully look forwards to hearing from you at your earliest convenience. I could be reached through the top right hand given address. **I am a person easy to adapt, quick-learn and flexible to any new jobs, roles and places in whatever wage paid is, depending on the current situation needs and available to start on a demand if any.**

REFEREES: It is available on a request.

Short Assignments and Consultancies

Overseas

China (1992)	- Country Business Brand Strategic Planning and Investment
Thailand (1993)	- Finance, Administration and Human Resource Management
China (1994)	- Operational Brand Strategy of Marketing, Sales and Investment
Malaysia (1994)	- Country Business Brand Planning & Development
Australia (1995)	- Brand Profits Strategies and Interventions
Thailand (1997)	- Profits and Safety Strategy, Marketing & Resource Mobilization
Thailand (1998)	- Economic, Credit, Sub-grant and Business Brand Management
Thailand (1999)	- Business Brand Investment, Brand Policies & Brand Values
China (2000)	- Business Brand Challenges and Its Prevention with Methods
Hong Kong (2003)	- Business Brand Challenges and Investment Opportunities
Philippine (2003)	- Social Enterprise Natures and Business Brand Development
China and Myanmar (2003)	- Economic, Business Brand and Investment Development
Philippines (2005)	- Country Business Brand Operations and Profits Approaches
Indonesia (2005)	- Health Administration, Policy Planning & Reforms, SRH M&E Framework
Hong Kong (2005)	- Good Governance, Human Rights & Rules of Law, Legal Reforms, Rights for All
Malaysia (2005)	- Education and Art Work Initiatives for All
Nepal (2010)	- Optional Protocol CEDAW and Women's Empowerment in Political and Economics
	- Organizational Development, Human Right & Rules of Law, M&E and Fundraising
India (2010)	- Business and Economics Consultative, SRH's Rights, Effective Performance
Indonesia (2010)	- ASEAN Cross-Sectoral Initiatives and Corporation, SRH Rights Access to All
Switzerland (2011)	- Child's Right Convention, Health's Right Interventions & Strategic Frameworks
Russia – Moscow (2011)	- Human Rights, Democracy, Child's Rights, Labor Law, Rights to Health
Thailand (2011)	- Domestic Violence and Child in a Family, Parenthood Care and Responsibilities
France (2011)	- Rights and Justice on Corruption, Legal Reforms & Judicial, Rights to Health
Malaysia (2012)	- Health Nutrition Intervention (Vitamin A, and Nutrition Food)
London – UK (2012)	- Child Health and Nutrition Challenges
Singapore (2012)	- Social Enterprise Development, Challenges and Strategies
France (2013)	- Maternity & MCH Challenges and Strategic Direction
Switzerland (2014)	- Food Security and Malnutrition Management and Initiatives
China (2015)	- WASH and Livestock Initiatives and Challenges
Qatar (2016)	- Environment and Renewable Energies
France (2016)	- Agriculture Products and Supply Chain Development
France (2017)	- Hospital Partnership Development and Challenges
Myanmar (2017)	- Human Right Advocacy and Policy Development
Arabic Emirate (2017)	- Product Supply Chain, Environmental Renewable Energies
France (2017)	- Food Security & Nutrition Strategic Development

Consultancies - Various consultancies such as UNDP, The Bay (TEHO/ECG), HelpAge Cambodia, and Others

Thank You
