



**ROLE:** General Manager- Cambodia  
**LOCATION:** Phnom Penh, Cambodia  
**TYPE:** Full-time, permanent

## BIMA OVERVIEW

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BIMA is one of the fastest-growing impact and tech companies in the world. We use disruptive mobile technology to bring insurance and health services to consumers at the bottom of the pyramid, on an unprecedented scale. In just five years, we've built a customer base of over 20 million subscribers in 16 countries across Africa, Asia, Latin America and the Caribbean.

The company is led by a dynamic group of young entrepreneurs who are committed to disrupting the traditional insurance industry and democratizing access to vital services for billions of underserved families around the globe. In addition to being a recognized leader in innovation and inclusion, BIMA is one of the most attractive emerging market and insurance tech investment opportunities in the world.

Joining BIMA at this stage provides an opportunity for you to truly influence the strategy of a global, growing business. We are a vibrant company where ideas and passion are welcomed and you get real responsibility from day one.

We have brought together top-quality talent from the worlds of consultancy, development, technology, telecoms, health and finance to create a company like no other. Personality is just as important to use as experience; we are looking for intelligent, ambitious and adventurous individual who thrives in a fast-paced environment without ego. If this sounds like you, we encourage you to apply.

Please visit [www.bimamobile.com](http://www.bimamobile.com) to learn more about BIMA, our team and the success and impact we've had so far. Also check out what others think about BIMA, such as:



- Awards e.g. [MasterCard Foundation Global Prize](#), [Mondato Asia Social Impact Awards](#), [Africa Business Awards](#) and the [FT Transformational Business Award](#)
- Global media coverage e.g. [CNBC](#), [The Economist](#), [Wired](#), [Financial Times](#), [The Guardian](#)
- Industry rankings e.g. [FinTech 50](#), [2015 Nordic Fundraising review](#)



## THE ROLE

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BIMA is a mobile micro-insurance & healthcare service provider in Cambodia, and works with multiple partners (MNO & Micro Finance Institution) involving both micro-insurance products and healthcare services. We serve millions of customers and one of the biggest & matured operations in BIMA worldwide.

BIMA is looking to implement internal operational improvement initiatives to improve current sales and operations. BIMA is also looking to implement new products and new partnership models in Cambodia. The General Manager will be tasked to either independently manage some of these new or ongoing projects, or work as part of a team on these initiatives. The General Manager may also work on general management or administration matters related to the local country operation as a whole.

The General Manager will report to the Cambodia Country Manager as a middle/senior-level management executive. The position is based in Phnom Penh, Cambodia.

### **Specific tasks**

- Proactively ideate, test, and execute potential innovation and improvement initiatives in marketing, sales and distribution, and operations
- Identify new opportunities in business development (new products, new partnerships)
- Manage the implementation of new or ongoing initiatives, either as Project Manager or as key member of project team including expatriate or local team members
- Assist Country Manager in managing schedules, budgets, financials, and overall company organization

## THE CANDIDATE

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- Looking for someone who is energetic, quick learner, humble, with a positive entrepreneurial hard-working mind-set willing to work in a constantly changing start-up environment
- At least 3 – 4 years of working experience
- Strong project management and communication skills required
- Consulting or other project management experience is a plus
- Experience in emerging markets or Asian markets preferred



- Knowledge of mobile telecommunications, insurance, or other financial services ideal, but not necessary
- Occasional travel required within Cambodia, and within the Asia region, but no more than 1 – 2x a quarter

## WHY BIMA?

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BIMA has a very distinct culture. We like people who are smart and independent, but we don't like ego. We share our ideas as readily as we do our opinions, and are respectful when doing so. We are driven and ambitious but most importantly we never lose our sense of humor.

Everyone in the BIMA team shares a passion for adventure. We look for bold people who love to travel, experience different cultures and try new things.

Our recruitment process is rigorous, but it has helped us build an impressive, dynamic team that shares a strong bond. If you match the profile described above we want to hear from you.

**Please send a CV and a cover letter to [tapas.kuila@milvik.se](mailto:tapas.kuila@milvik.se)  
Note that applications without a cover letter will not be considered.**