Growth Executive - KOKSIN

Location: Koh Pich, Phnom Penh, Cambodia

Job Type: Full-time / Contract

About KOKSIN

KOKSIN is an appointment-based platform helping customers discover and book services online across Cambodia. We partner with appointment-based businesses to help them increase bookings, improve customer management, and grow their business digitally.

We're looking for a motivated and entrepreneurial Growth Executive to help grow KOKSIN's partner network, identify new opportunities, and help local businesses succeed on the platform.

What You'll Be Doing

- Identify and engage potential KOKSIN partners across Cambodia, introduce them to the platform, conduct product demonstrations, and convert qualified businesses into active partners.
- Build and maintain strong relationships with business owners and managers by providing ongoing support, addressing questions, gathering feedback, and encouraging long-term partnerships.
- Identify new growth opportunities, business categories, partnerships, and acquisition channels that can help expand KOKSIN's partner network and market presence.
- Lead the onboarding process by training new partners to use the KOKSIN platform effectively and ensuring they maximize its features.
- Collaborate with the founders to develop sales strategies, identify new market opportunities, and represent KOKSIN at networking events, business meetings, and exhibitions.
- Achieve monthly partner acquisition and activation targets while maintaining accurate pipeline records, tracking performance, and contributing ideas to improve KOKSIN's growth.

Requirements

- Experience in sales, business development, partnerships, account management, growth, or customer-facing roles is preferred.
- Strong communication, negotiation, and interpersonal skills.
- Confident speaking with business owners and decision-makers.

- Self-motivated with the ability to work independently.
- Goal-oriented with a strong drive to achieve partner acquisition and business growth targets.
- Basic knowledge of digital platforms or SaaS products is an advantage.
- English and Khmer language skills are a strong advantage.

Bonus Skills

- Experience with partnerships, business growth, community building, or launching new products/services.
- Existing network of businesses in Cambodia.
- Experience working in startups or technology companies.
- CRM or sales pipeline management experience.
- Understanding of the beauty, wellness, healthcare, or service industries.

What We Offer

- Competitive salary with performance-based incentives and commission
- Clear career progression opportunities as KOKSIN grows
- Annual leave, sick leave, and Cambodian public holidays
- Company-provided equipment and tools needed to do your best work
- Phone and mobile data allowance
- Reimbursement for approved business travel and partner visits
- Training and professional development opportunities
- Regular team lunches, activities, and company events
- Modern office environment in Koh Pich, Phnom Penh
- Opportunity to work directly with the founders and have a real impact on how KOKSIN grows
- Fast-moving startup environment where great ideas and initiative are encouraged

How to Apply

If you're interested, feel free to reach out via Telegram: **@koksin.kh**

Please include:

- Your CV or experience
- A short introduction about yourself
- Any previous sales or business development experience (if available)