

Senior PMO

About the role:

This is a new senior role, created to fulfill a key need in the implementation of long-term strategy & planning for the organization.

The Strategy / PMO is responsible for planning, directing, and ensuring the successful implementation of strategic initiatives in our portfolio companies, developed out of long-term strategic planning.

The incumbent will also regularly revisit the overall long-term strategy for the group and its portfolio companies, and constantly scan the horizon for events that changes assumptions and fundamentals.

The role is based in Bangkok and will be working closely with the Chairman & CEO.

Responsibilities:

- Be a sharp strategic thinker and a thought partner to senior executives
- Guide management team of portfolio companies to deliver on key business priorities
- Execute project management and ensure visibility of project status & KPIs to all stakeholders, working with leaders to ensure alignment and execution
- Formulate & implement best practices, bringing distinctive functional knowledge to bear in areas such as marketing, organization & growth
- Lead the Steering Committee in driving continuous improvement opportunities, champion high priority initiatives that arise from strategic plan revisits
- Select, train and develop the Project Management Office (PMO) team

Interested applicants are invited to e-mail a resume indicating expected salary, transcript and recent photograph to hr@bgrimmgroup.com or the address below:

B.Grimm

Corporate Human Resources Office

5 Krungthepkreetha Road, Huamark Bangkok, Bangkok 10240

Tel: +66 (0) 2710-3129, +66 (0) 2710-3325-6

E-mail: hr@bgrimmgroup.com

Website: www.bgrimmgroup.com

Project Management Office (PMO)**About the role:**

This is a new strategist role, created to fulfill a key need in the implementation of long-term strategy & planning for the organization.

The Strategy / PMO is responsible for planning, directing, and ensuring the successful implementation of strategic initiatives in our portfolio companies, developed out of long-term strategic planning.

The incumbent will also regularly revisit the overall long-term strategy for the group and its portfolio companies, and constantly scan the horizon for events that changes assumptions and fundamentals.

The role is based in Bangkok and will be working closely with the Chairman & CEO.

Responsibilities:

- Be a sharp strategic thinker and a thought partner to senior executives
- Support management team of portfolio companies to deliver on key business priorities
- Execute project management and ensure visibility of project status & KPIs to all stakeholders, working with leaders to ensure alignment and execution
- Formulate & implement best practices, bringing distinctive functional knowledge to bear in areas such as marketing, organization & growth
- Facilitate the Steering Committee in driving continuous improvement opportunities, champion high priority initiatives that arise from strategic plan revisits

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Private Equity and Venture Capital Investments Analyst

Responsibilities:

- Mainly conduct due diligence, portfolio investment analysis to Venture Capital firm
- Responsible for market research, fundraising, and finance model for B.Grimm's portfolio
- Identify market opportunities, design and develop working business models within budget
- Time constraint and prepare equity research report
- Advise on IPO, Fair valuation determination, project feasibility and M&A
- Develop complex financial model and perform financial valuations and analysis
- Assist in Structuring and managing private equity trusts to invest in B.Grimm

Qualification:

- Master's degree in Finance/Accounting or related fields
- Experience in working at least 2-3 years of Thai Investment Banking/Corporate Finance/Banking
- Strong Analytical, problem solving, and project management skills
- Excellent English Communication skill
- Proficiency in Microsoft Office especially Excel
- Good presentation skills, creative thinking, and energetic with can-do attitude

(English resume will be accepted and only short listed candidates will be notified)

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Senior Sales Manager In healthcare**About the role:**

This newly created role will focus primarily on selling our healthcare solutions to Thai hospitals and healthcare service providers. The incumbent will develop and market the full range of B.Grimm's current and future portfolio in medical devices, services and solutions.

He/she should have strong interpersonal skills and experience within medical services/devices industry in Thailand and a strong record of sales in this industry. This is a role with significant career progression prospects, and will serve as a talent pool for future roles in general management.

The role is based in Bangkok and will report directly to the Managing Director.

Responsibilities:

- Actively promote and sell our solutions to key hospitals in Thailand, ranging from medical devices to services and solutions
- Build and maintain a network of relationships with hospital administrators, medical associations, channel partners and decision makers to serve as a basis for future expansions within the healthcare space
- Be the key contact person for B.Grimm's new joint venture partners, managing those relationships and serving as the bridge between B.Grimm management and JV partners
- Sales targets and P&L responsibility

Qualification:

- Extensive experience selling in Thai medical services/devices industry, with at least 10 years of experience in healthcare sales
- Strong network of industry contacts in major Thai hospitals and healthcare providers
- Experience in sales in a high-level consultative healthcare product or service sales experience in healthcare MNC is highly desirable
- Fluent in Thai and English

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