

<b>Job Title</b>	Manager - Evaluation		
<b>Company</b>	Cradle Fund Sdn Bhd	<b>Date</b>	21 December 2023
<b>Department</b>	Grant	<b>Unit</b>	Evaluation
<b>Reports to</b>	Head of Unit - Evaluation, Senior Vice President - Grant		

## Summary of Role

- Evaluate early stage business proposals in terms of innovativeness and commercial potential
- Engage with entrepreneurs to refine and position their business proposals in order to develop viable business model, realistic projections and sensible funding requirement
- Present the business proposal articulately to management
- Manage a portfolio of business proposals submitted by applicants
- Execute other tasks as required by management

## Job Description & Responsibilities

- Responsible to achieve number of approvals as set by the management for the year.
- Responsible to meet average approval turnaround time.
- Prepare and produce timely reports for review.
- Responsible to achieve commercialisation rate as set by the management for the year.
- Conducting at least one special project for the year.
- Responsible to attend trainings and conferences for personal development.
- Involved in value-add engagement.
- Responsible maintain good relationships with entrepreneur.
- Managing the application process (1st level screening, Pitches, FRM, Approval Meetings etc)

**Qualifications & Experience**

- At least four (4) years of working experience in related fields.
- At least a Bachelor Degree in Engineering/Statistics/Actuarial/Accounting or any other related courses.

**Skills & Competencies**

**Core Competencies**

- Analytical thinking is crucial.
- Good command of English (spoken and written).
- Good communication skill and able to communicate at all levels.
- Good presentation skill.
- Able to manage rejection cases with finesse.

**Technical Competencies**

- Have good knowledge in various types of technologies and their applications.
- Have good knowledge in financials and projections.
- Able to scrutinise the funding requirements, financials and projections provided by applicants.
- Fully understand market trends and its effect on entrepreneurs' business and strategies.
- Objective and analytical in evaluating business proposals.