



Artisans to Myanmar Market Lead, Myanmar

About us

Turquoise Mountain is a charity supporting artisans and communities to protect and revitalise cultural heritage. Founded in 2006 by His Majesty King Charles III, we work directly with artisan communities in Afghanistan, Jordan, Myanmar, Palestine, Saudi Arabia, and Syria. To date, we have trained and employed over 11,500 artisans, restored more than 180 historic buildings, provided primary healthcare to over 275,000 patients, and education and cultural heritage programmes to over 4,500 children.

Turquoise Mountain Myanmar was established in 2016, promoting traditional textile weaving, goldsmithing, and lacquerware production, and the restoration of historic buildings. Turquoise Mountain supports the sales of traditional Myanmar crafts to international markets and showcases artisans' work on the global stage through exhibitions, creative and commercial partnerships, and bespoke commissions. We have also established a hub for design and craft in Yangon, with a strong focus on public outreach and craft education. The hub also has a boutique that brings the best of Myanmar craftsmanship to market.

We are seeking a highly experienced Programme Manager with proven experience in grant and programme management, field activity oversight, and team leadership in development and humanitarian contexts.

About the role

We are seeking a commercially minded and creative leader to drive the growth of Turquoise Mountain Myanmar's artisan products and creative work in local and international markets.

The Artisan to Myanmar Market (A2MM) Lead will develop commercial strategies, build strategic partnerships, and create market opportunities that connect artisans and their products with customers while supporting sustainable revenue growth.



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Registered Office: Princes Exchange, 1 Earl Grey St, Edinburgh EH3 9EE

Turquoise Mountain Trust is a registered charity no. SC037343 and as a company no. SC299579



This role is ideal for someone who combines strategic thinking, business development skills, and creativity to transform artisan products into meaningful market opportunities

Key responsibilities

- Develop and implement commercial strategies to expand TM Myanmar's local and international markets.
- Identify new customers, sales channels, partnership opportunities, and revenue growth opportunities.
- Build and maintain relationships with clients, buyers, and strategic partners.
- Lead commercial discussions including pricing, quotations, and partnership opportunities in collaboration with relevant teams.
- Work closely with Production, Boutique, Culture & Events, Communications, and Finance teams to align commercial activities with organizational goals.
- Provide strategic guidance to strengthen product positioning, customer engagement, and market development.
- Monitor sales performance, market trends, and commercial opportunities to support continuous growth.

Ownership Areas

- Commercial Strategy
- Market Expansion
- Creative Work and Artisan Product Positioning
- International Customer Relationships



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- Revenue Growth

Person Specification

Professional approach

We are looking for a highly competent and collaborative Artisans to Myanmar Market Lead.

Personal attributes

This role is based in Yangon. The post-holder must be willing and able to travel nationally as required.

Qualifications

- Bachelor's degree in business, finance, marketing, or a relevant field, or equivalent professional experience.

Specific job skills and experience

Essential

- Proven experience in business development, sales, marketing, or commercial strategy.
- Strong understanding of market development, customer relationships management, and revenue growth.
- Excellent written and spoken English skills, with strong reporting, analytical and presentation abilities.
- Commitment to the organizational mission, values, and principles.

Desirable

- Understanding or interest in cultural heritage, artisan-made products, design, or creative industries is an advantage.

Skills and abilities

- Proficiency in the use of MS Office suite (Teams; Outlook; Excel; PowerPoint etc.) and Google Suite.





- Strong communication, negotiation, and stakeholder management skills.
- Ability to combine analytical thinking, creativity, and strategic planning.
- Experience working with diverse teams and managing multiple priorities.

What we offer

The role is a full-time position offered for a period of 12 months. Subject to funding availability, the contract may be renewed annually.

The role is classified at Grade 9 under Turquoise Mountain Myanmar's pay strategy. The minimum monthly salary starts at MMK 3,600,000, depending on experience and suitability for the role.

We encourage applications from local candidates, preferably those currently based in Myanmar.

How to apply

Please submit a CV and covering letter outlining how you meet the person specification, including your relevant experience as a creative leader in Myanmar's artisan sector and your ability to drive commercial growth where heritage, creativity, and commerce come together.

Please combine your cover letter and CV as one pdf document.

Submit the document to vacancy.mm@turquoisemountain.org with "Artisans to Myanmar Market Lead – Myanmar + [your surname]" in the subject line. Applications will be reviewed on a rolling basis, and only shortlisted candidates will be contacted.



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