

## BUSINESS DEVELOPMENT MANAGER

Location: Hai Ba Trung District, Hanoi

### ABOUT US

Green Desert was incorporated in 2016 with the goal of bringing a game changing technology to the currently disjointed and inefficient waste treatment industry in Vietnam. Currently, landfill projects and waste incineration projects dominate the Vietnamese market. Landfill is difficult to sustain in the long run due to the environmental pollution it causes to the surrounding areas. Incineration technologies create harmful emissions that lead to many health issues for those living near the incineration facilities. In order to solve this issue, Green Desert has developed and commercialized a Waste Gasification to Energy technology solution capable of treating unsorted waste with high moisture content in a completely closed loop environment with near zero waste being derived from its processes. Green Desert has been nationally endorsed by senior government bodies and officials, namely H.E. President Nguyen Xuan Phuc and the Ministry of Science and Technology.

Link: <http://greendesertwte.com/vi/thu-tuong-thi-sat-cong-nghe-dien-rac-dau-tien-o-viet-nam/>

### JOB DESCRIPTION & REQUIREMENTS

Green Desert is currently looking for a dedicated, self-motivated and self-sufficient individual ready to take on the role of Business Development Manager.

#### Key Responsibilities:

##### ***Business Development:***

- Create and Present on Presentations with the direction from BOM
- Prepare bid documents with the guidance and direction from BOM
- Liaise with industry stakeholders on collaborations, partnerships
- Liaise with investors and financial institutions on equity and debt capital for project development and construction.
- Oversee key contract process with off takers for waste treatment, power purchase agreements and other ancillary commercial contracts (i.e. fertilizer, scrap etc.).
- Liaise with dedicated third-party project management support team on work deliverable scoping, planning and management including Research & Strategy, Legal, Accounting, Communication and Human Resources / Administration.
- Liaise with technical experts of the Company for preparation of technical content for document preparation and explanations.

##### ***Project Management:***

- Monitor project activity deliverables by third-party contractors and project management support team
- Prepare weekly progress reports to BOM

#### Requirements and Qualifications:

- Undergraduate degree, preferably in business administration, engineering or law
- At least 5 years of project management experience in management consulting, strategy consulting, project development and / or construction management
- Legal, waste and /or power industry experience preferred
- Project management, scheduling and budgeting qualifications and / or use of specialized software preferred (i.e. Primavera, Aconex, MS Projects etc.)
- Excellent oral and written communication skills, including interpersonal communication skills and assisting in the preparation of executive management presentation materials
- Fluent in Vietnamese and professional in English comprehension, writing and dialogue.

- Flexibility to work overtime and travel to different sites.

**Benefits:**

- Professional and friendly working environment
- Salary and Bonus structure: To be negotiated

**HOW TO APPLY**

Send your CV to our recruitment team at: [recruitment@eaicservices.com](mailto:recruitment@eaicservices.com)

**Deadline: February 15<sup>th</sup> 2022**

Only shortlisted candidates will be contacted after CV receipt.