



## **LESTARI CAPITAL - POSITION DESCRIPTION**

### **HEAD OF PROJECT ORIGINATION**

Location: APAC region. In office options: Jakarta, Bali, Singapore. Otherwise remotely.

Contract: 100% Full-time equivalent

Employee or full-time consultant with annual renewal option

### **POSITION OVERVIEW**

Reports to Head of Ecosystem Services.

Leads the origination of new nature-based project opportunities for all LC business lines globally, with a specific focus on APAC.

Supervises the Project Origination sub-team in the Ecosystem Outcomes team with several direct reports, incl. but not necessarily limited to Country Managers, Country Originators, and business line Portfolio Leads.

Receives targets for Project Origination from the Head of Ecosystem Services and coordinates with the Operations Manager Ecosystem Outcomes.

Ensures that Lestari Capital delivers to its clients a pipeline of high-quality nature-based solutions projects for Ecosystem Outcomes across all its business lines (e.g. Rimba Collective, Atmos, Solutions).

Leads the geographical branching of Lestari Capital into new origination countries and regions.

Represents Lestari Capital at events and meetings in highest professional excellence to external stakeholders such as but not limited to in collaboration with other relationship managers:

Government officials, senior advisors, socio-environmental NGOs, strategic partners, and academia

### **REQUIREMENTS**

- Minimum 10 years of professional experience in business development, investment structuring, supplier identification
- Experience in forest conservation, restoration, nature-based sustainable development in the APAC region

- Minimum M.Sc. or higher in relevant field
- Experience working and living in multiple countries in the APAC region
- Excellent English in speaking and writing
- Multiple other regionally languages
- Experience in screening and assessing possible project partners and suppliers according to universal criteria and local contexts
- Multi-cultural leadership skills with diversified, context-specific management approaches
- Entrepreneurial and solutions-driven vision for outcomes and value for money
- High dedication to conservation, sustainable development, and climate action
- Availability to international travel and remote collaboration

## **POSITION KEY-PERFORMANCE INDICATORS**

### **1. Project Origination delivers a continuously growing pipeline of high-quality nature-based project opportunities**

- Provides leadership to all Origination Managers and team members (Country Managers, County Originators, Portfolio Leads, etc.) who understand clear targets, follow processes and deliver successfully high-quality project opportunities
- Provides leadership to the geographical branching of Lestari Capital which always is in every country regulatorily compliant and cost-efficient
- Where a need was assessed and found, Country Managers are able to grow their local teams as required to fulfill client needs
- Lestari Capital is well represented everywhere as a respectable party and attractive partner with candidate project partners, government officials, senior advisors, socio-environmental NGOs, and strategic partners

### **2. Origination sub-team structure and processes deliver success efficiently**

- The EO team internal processes continuously evolve to higher efficiency and keep track with processes in other departments and technological innovations
- Project requirements for all business lines and geographical contexts (incl. local regulatory possibilities) are fully understood and embodied by all Project Origination Managers
- Project Origination Managers can conduct a preliminary assessment of the EO potential of



- project potential and the capacity of a candidate project operator
- Project Origination is a systematic, data-driven decision process centered around universal processes, measurable targets, timelines and central databases
  - Project Opportunity Screening processes are initiated by the Project Origination Managers, incl. a pre-Due Diligence on legal, reputational and capacity topics of candidate project operators.
  - Leads capacity development of Project Origination sub-team incl. on evolving project criteria, screening and pre-DD processes, regulatory frameworks, EO certification requirements, project business case assessment
  - All business Lines are serviced equally, efficiently, in high quality, on-time and on budget by the Project Origination sub-team.

### 3. EO team innovates on new approaches to Project Origination

- New Project Types, incl. new constellations of partnerships for Project Operators are piloted in multiple origination countries together with the other team members (e.g. PPP, Commercial Concession Business Model, Sustainable Commodity Production and Protection Initiatives, new climate action project types such as Blue Carbon, Agricultural Land Management, Improved Forest Management, Stranded Assets, etc.)

## APPLICATION INSTRUCTIONS

The salary will be commensurate with qualifications and experience.

Applicants should apply by sending a cover letter and CV to: Florian Reimer, Head of Ecosystem Services, [jobs@lestaricapital.com](mailto:jobs@lestaricapital.com)

The job description can also be found here: <http://lestaricapital.com/jobs/>

**Important:** Please include your name and “Head of Project Origination” as the subject line of the email. Please ensure the titles of all attachments use the format: YourName\_HCP\_CV.pdf, YourName\_HCP\_CoverLetter.pdf). In cover letter please include this summary table:

Position Title	
Surname	



LESTARI  
CAPITAL

First Name	
Degree type (MS, Ph.D.)	
Degree field	
Graduation Date	
Years of work experience	
Technical area	
Software expertise	
Language fluency	
Nationality/Residency	
Availability	