



LESTARI CAPITAL - POSITION DESCRIPTION

HEAD OF PROJECT ORIGATION

Location: Jakarta, Bali, Singapore. Otherwise remotely.

Contract: 100% Full-time equivalent employee with annual renewal option

Deadline for Application: November 18, 2022

OUR COMPANY

Founded in 2017, Lestari Capital is a start-up environmental enterprise, built to protect the world's natural assets through a commercially viable business model. We accomplish this by mobilizing new finance for initiatives that protect and rehabilitate important natural landscapes around the world. The Indonesian word "Lestari" means sustainable, or everlasting, signifying our commitment to developing long-term sources of finance for high-quality conservation and restoration initiatives.

Lestari Capital's impact model addresses a critical need for long-term operating capital for Projects run by local communities, conservation non-profits, and environmental services companies. Lestari Capital aims to strengthen Southeast Asia's emerging ecosystem services marketplace, by connecting demand for on-the-ground conservation efforts among commodity producers/buyers with Projects that are protecting or restoring forests where these companies operate, to protect at-risk areas. Lestari Capital is supported by a diverse group of public-private partnerships and brings actors from the commodities and finance sectors together with conservation initiatives and funders.

POSITION OVERVIEW

Reports to Heads of the Project Department.

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 within the Project Department with several direct reports, incl. but not necessarily limited to Country Managers, Originators, and Thematic Leads.

Contributes to the development of new and innovative project typologies responding to the needs of LC clients across all its business lines (e.g. Rimba Collective, Climate, Solutions).

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



Identifies and manages strategic partnerships in relation to project origination

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 sustainability, climate change, business development and/or investment structuring
- Experience in forest conservation, restoration, nature-based sustainable development in the APAC region
- Experience working and living in multiple countries in the APAC region
- Knowledge of Bahasa Indonesia, Bahasa Malaysia or other regional language preferred
- 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 sub-team delivers a continuously growing pipeline of high-quality nature-based project opportunities**
 - Provides leadership to all Origination Managers and team members (Country Managers, Originators, Thematic 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 Project Origination 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 sub-team members
- Conduct preliminary assessment of the EO potential of projects and the capacity of a candidate project operator
- 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.)

TO APPLY

The salary will be commensurate with qualifications and experience.

Applicants should apply by sending a cover letter and CV to: Ari Astiasari, Human Resource Associate, jobs@lestaricapital.com. Please indicate the position(s) being applied for in the subject line of the email.

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