

## **Business Development Manager, North QLD**

Are you interested in a role involving working with rural communities, helping them create sustainable futures through land management projects, while earning commissions and working with a supportive team?

### **THE COMPANY**

Our client's mission is to solve complex environmental challenges through innovative market solutions, serving as Australia's largest advisor and investor in environmental markets, working with diverse clients and a skilled team to facilitate projects with positive environmental and economic outcomes and providing the most abatement under the Australian Government's Emissions Reduction Fund.

### **THE ROLE**

We are currently seeking a highly experienced commercially minded Business Development Manager to join the team. Reporting directly to the Director Business Development, the successful candidate will work closely with this position to ensure successful execution of corporate & commercial strategy in the Northern Queensland region. Your clients will include landholders, graziers, Indigenous organisations, lawyers, accountants, financial institutions, NRM representatives and other stakeholders.

### **KEY RESPONSIBILITIES**

- Develop Carbon Project Pipeline plans in Northern QLD regions, in collaboration with the Senior BDM;
- Work collaboratively with the Carbon BD Analyst to Identify, seek out and source eligible Emissions Reduction Fund project (ERF Projects) opportunities;
- Work closely with team members, such as the Carbon BD Analyst and Senior BDM to secure agreements whether initial services agreements and/or project development agreements to assess and implement ERF projects;
- Lead project development and design, through to working with Senior BDM to negotiate and close agreement;
- Lead, with support from the Senior BDM and the Carbon BD Analyst in negotiating and securing candidate properties for initial carbon assessment, project design and project implementation;
- Investigate new project or market opportunities;
- Work with banks, accountants and other service providers to secure project development, consents etc. or any other steps required to secure project implementation;
- Conduct presentations on relevant ERF Methods, project opportunities and workshops when required;
- Responsible for community engagement on ERF project related matters and opportunities;
- Manage landholder and client queries.

## THE REQUIREMENTS

- Tertiary degree in agriculture, environmental science and/or commerce or economics;
- Demonstrated experience in project management;
- Experience in negotiation and building commercial relationships will be looked upon favorably;
- Must be highly motivated and self-starter and have a mature approach;
- Exceptional relationship building skills, negotiating, project development and communication skills;
- Experience in Indigenous engagement would be advantageous;
- Interest or experience in landscape restoration and or regeneration or other vegetation-based projects or natural resource management activities;
- Knowledge of the Emissions Reduction Fund legislation and Environmental markets in general will be beneficial but not essential;
- Knowledge of Vegetation management laws and policies relevant to the region will be beneficial but not essential.

## REMUNERATION AND LOCATION

A highly competitive salary package will be offered to the successful candidate. You will be based in a regional centre and requires regular and frequent travel. Location is flexible and opportunity to work remotely.

## TO APPLY

To enquire, please phone David Compton at Agricultural Appointments on 02 9223 9944 or send your application to **resume@agri.com.au**. All applicants must be an Australian citizen or permanent resident, or have a visa to work in Australia.

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