

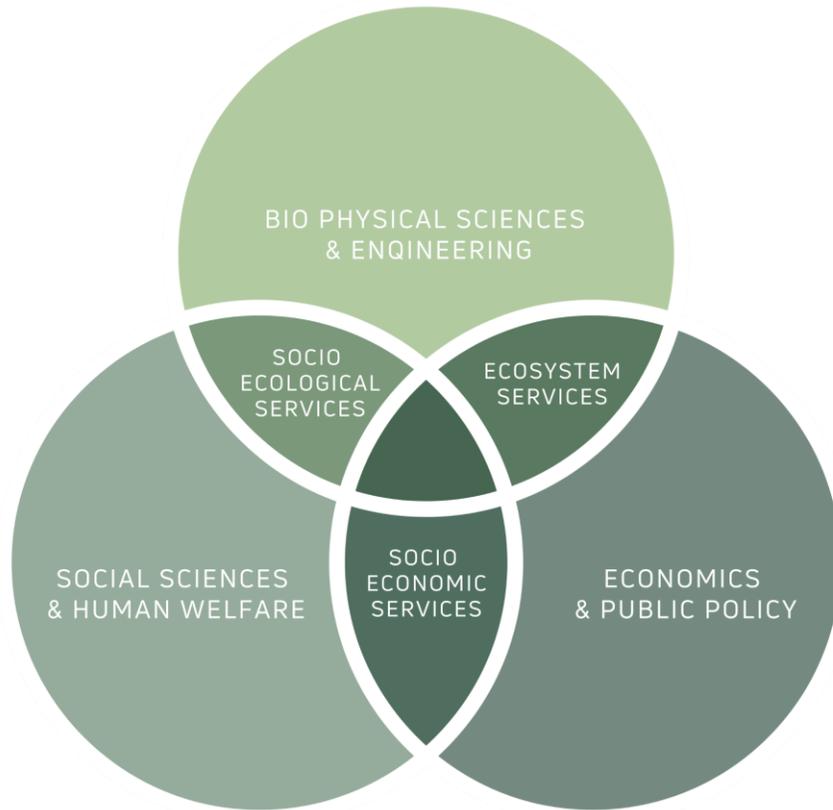


# Regional Lead (Mekong)

Position Description



# The Alluvium Group



The Alluvium Group brings together a collection of organisations who share a common purpose: to make a difference to the world we live in.

We are scientists, planners, engineers, strategists, analysts and economists. We combine these skills to address the complex, systemic, and intractable issues facing our society, environment and economy. By solving these problems we transform the way we live and the health and productivity of our catchments, rivers, coasts, cities and communities.

Our business model is unique and driven by a genuine belief that it serves our clients better. The strength of our group is embedded in the independent business decision making of our company boards and leadership, and the ability of each entity to focus on delivering exceptional work for our clients. The Group operates under a common strategy and set of policies. We share facilities and the individual companies partner extensively.

We currently have approximately 150 staff across the Group and operate out of offices in Australia (Melbourne, Canberra, Sydney, Brisbane and Townsville) and India (New Delhi and Chennai). At any given time we have approximately 500 active consulting and research projects underway.

Our international arm represents the various discipline-based services in the Asia-Pacific region including our team in India. We jointly invest in activities such as our Research and Insights Program and are in the process of creating a Not-for-Profit Foundation to expand our impact on issues facing our environment and communities.

We are completely employee-owned with around 75 of our staff being shareholders and an active process is underway to increase this number.

**EcoFutures**

Landscape scale ecological science, policy and planning.

**alluvium**

Science, engineering and strategy for catchments, rivers and coasts.

**alluvium**  
International

Catchment management science and planning through the Asia Pacific region and beyond



Insights and impact for social landscapes of the future

**NCECONOMICS**

Economics and public policy insights and advice.

# Our Journey

Alluvium was formed in 2006 with a focus on river health management and over time has grown to be one of Australia's largest and most trusted brands delivering holistic catchment to coast science, engineering, economics and social solutions.

We formed Alluvium International in 2016 to provide a strategic approach to our efforts beyond Australia. We aim to apply the technical depth of the Alluvium Group in environmental and social science, economics, and engineering to issues in Asia and the Pacific.

Since 2016, we have focused on building a presence in the region. We have placed a strong focus on understanding the cultural and geographic contexts of the regions in which we work.

This has resulted in establishing an Alluvium Office in India, and an extensive set of relationships and projects in South Asia, the Mekong region, and the Pacific. We have built a team in India (Delhi and Chennai) and over the past three years have had approximately 30 active projects in Asia and the Pacific. Clients include the World Bank and Australian Department of Foreign Affairs and Trade, as well as State and Central Government departments in a range of Asian and Pacific countries.

With the Mekong region facing unprecedented environmental and social challenges that our expertise can help address, the next step in our journey is placing a stronger focus on this important region.

***Based on our experience of building a team in India we want to develop an on-ground presence in the Mekong region to expand our reach and impact.***

*We are a certified BCorp, operate as a carbon neutral business, regularly feature in best place to work awards and have a very active commitment to reconciliation with traditional owners in our Australia*



# The Role

The successful candidate will be responsible for developing our presence in Southeast Asia with a focus on the countries of the Lower Mekong Basin (Cambodia, Thailand, Lao PDR and Vietnam) and on working with the multilateral development banks.

This includes:

- Building a high-functioning team in Southeast Asia to obtain and deliver innovative and impactful projects utilising the Alluvium Group's expertise
- Developing and implementing a business development strategy with clear goals and objectives to foster the development and profitable operation of the Alluvium Group in Southeast Asia
- Identifying and accessing potential markets, clients, and project opportunities aligned with Alluvium's expertise with a focus on the multilateral development banks (in line with existing client strategies)
- Serving as Team Leader and/or other lead technical roles on AI projects
- Overseeing and ensuring technical excellence in projects covering a range of environmental and social challenges with a focus on water resources management
- Supporting the General Manager of Alluvium International in risk management and financial management of Alluvium International operations in Southeast Asia

The position will report to the Alluvium International General Manager.



# About you

You have a passion for and experience in working on complex issues facing the environment and communities in the Mekong Region.

You have an established network within governments, private sector, bilateral and multilateral funding agencies that can be drawn upon to develop and implement innovative solutions.

You have the initiative and drive needed to establish and maintain a high performing team across multiple countries.

You enjoy working with experts across the region, are inspired by being part of a team and keen to be involved with a growing company.

## Your skills and experience

- Masters or higher degree in a topic related to water or the environment (could include science, engineering, economics or social science)
- Minimum 15+ years of professional experience including working on development projects such as those funded by the World Bank and Asian Development Bank
- Successful track record of business development in Southeast Asia (client relationships, opportunity identification, proposal development)
- Experience in building, inspiring and managing high performing teams
- Excellent presentation skills and a clear communicator



# Other important information

## Location

Preferably based in Thailand, Cambodia, Lao PDR or Vietnam but open to other locations for exceptional candidates.

## Time requirement

We anticipate this is a full-time role however we are open to other approaches.

## Remuneration

Remuneration is commensurate with skills and experience.

An important part of our business is the ownership structure. Alluvium is a staff owned business and over 48% of our staff have ownership. The opportunity is available for staff to build an ownership stake in the business over time.

## Contact

If you would like more information on the role, for a confidential discussion please contact Simon Tilleard at [simon.tilleard@alluvium.com.au](mailto:simon.tilleard@alluvium.com.au).

## Applications

To apply for this role please provide a resume and a cover letter (max. two pages) with a short description of how you meet the required skills and experience. Please submit applications to our General Manager - International at [simon.tilleard@alluvium.com.au](mailto:simon.tilleard@alluvium.com.au) by 22 August 2022.

