

Become a Business Development Officer with Fairventures Social Forestry!

Do you believe that environmentally, economically and socially sustainable forestry is possible? Do you have a passion for reforestation in Indonesia? Do you want a career developing large-scale agroforestry projects across Indonesia? Fairventures Social Forestry has an exciting opportunity for you!

What is Fairventures Social Forestry?

Fairventures is a German-based international development organization that runs large-scale forest landscape restoration projects. We partner with communities to develop and test site-specific solutions including; reforestation with fast-growing tree species, forest enrichment schemes and commercial agroforestry schemes. We aim to restore ecosystems, create economic opportunities for local communities and improve timber supply chains, while contributing to the mitigation of climate change.

Fairventures Social Forestry (FSF) is a subsidiary organisation of Fairventures. We are responsible for running commercial agroforestry operations in Indonesia. We run operations in partnership with Indonesian community-based organisations under the country's social forestry tenure scheme.

About the Role:

FSF is looking for a Business Development Officer who wants to build their experience in the agroforestry sector with a focus on landscape restoration. The successful candidate will be located in Central Java, but is expected to travel extensively around Indonesia. This is a full time position.

The Business Development Officer will report to the Timber Value Chain Manager (Indonesia) and their core duties will be including:

- Sourcing New Plantation Areas: Identify new areas suitable for agroforestry plantations and in-line with FSF's vision and mission.
- New Areas Assessment: Collect ecological, economic and social data on opportunities and create data-based assessments.
- Opportunity development: Support negotiations led by the Timber Value Chain Manager with potential partners, government stakeholder or concession holders to establish new business ventures.
- Value chain & Partnership development: Support the Timber Value Chain Officer to identify and develop new offtaking partnerships.
- Networking: Build a network with relevant public and private sector stakeholders to facilitate the development of FSF's business.
- Market Research: Conduct market research and provide ongoing advice to the FSF business development team about product development and competitive positioning.
- Regulatory Knowledge: Have a strong understanding of regulations surrounding FSF business and provide proactive advice to internal stakeholders.
- Certification: Support the Timber Value Chain Officer to plan and implement FSC and SVLK certification processes.

Requirements:

- Undergraduates or Masters in relevant field
- Minimum 5 years experience in relevant fields (For Masters) or 10 years experience (For Undergraduate)
- Strong understanding of Indonesian forestry regulations
- Understanding timber and timber-end product trade and development
- Competence with the following programs: MS Office & Google Suite
- Native Speaker Bahasa Indonesia
- Advanced Speaker English preferred
- Good negotiation skills for Business to Business and Business to Government
- Independent, organized and responsible to work in a fast-paced environment
- Strong analytical ability in excel

How to apply:

If you are interested in this position, please send us the following application:

1) A professional CV in English (Maximum two A4 pages).

2) A motivation letter in English (Maximum one A4 page).

These requirements should be sent to communications@fairventures.earth

We aim to fill this position as soon as possible. Applications will be open until 31 August 2021. We encourage all candidates who fulfill the above criteria to apply as quickly as possible.