

Regional Manager, South East Asia

To support its continued growth, InfraCo Asia is actively seeking applicants for a **Regional Manager, South East Asia** role. As part of the Executive Management Team, the Regional Manager, South East Asia will be instrumental to InfraCo Asia's mission, which is to catalyse the private sector investments needed to bridge the infrastructure gap in Asia's emerging and frontier markets.

This is a unique opportunity to join a dynamic infrastructure investment and development organisation, with a solid track record of creating bankable and sustainable infrastructure projects that have a high development impact on people, planet and regional economies. The role offers international exposure and excellent development opportunities and is ideal for a highly-driven individual who is comfortable in a fast-paced environment.

About InfraCo Asia

InfraCo Asia Development Pte. Ltd. (InfraCo Asia) is a commercially managed infrastructure development and investment company of the Private Infrastructure Development Group (PIDG). Headquartered in Singapore, InfraCo Asia catalyses greater private sector investment in infrastructure across South and South East Asia by providing funding and development expertise.

InfraCo Asia funds early-stage development activities to realise socially responsible and commercially viable infrastructure that contributes to sustainable and inclusive economic growth. InfraCo Asia is currently funded by four members of PIDG – the governments of the United Kingdom, the Netherlands, Switzerland and Australia.

More information about InfraCo Asia's model and approach can be found at www.infracoasia.com and www.pidg.org. View InfraCo Asia's brand video here: bit.ly/IAD10.

Position Summary

InfraCo Asia is currently based in Singapore and is now seeking to recruit a Regional Manager in South East Asia to be based in Vietnam (expected to be Ho Chi Minh City) as the hub of the region. The **Regional Manager, South East Asia** will play a key role in the oversight and management of InfraCo Asia's project origination, development and investment management activities in Vietnam, Cambodia and Laos. The Regional Manager's initial focus will be to work with the Investment Management team in Singapore, on taking over and progressing existing projects currently managed by InfraCo Asia's outsourced developer for South East Asia, as the outsourced contract comes to an end.

The Regional Manager will also be expected to leverage his/her knowledge of local/regional markets, working with the Business Development team in Singapore, to support business development and origination efforts and manage relations with key stakeholders, as well as monitor market developments and macro-economic conditions, and advise on opportunities and risks in the region.

As an integral part of InfraCo Asia's Executive Management Team ("EMT"), the Regional Manager will be expected to work closely with colleagues across various functions (comprising of Technical & Implementation, HSES, Development Impact and other corporate functions) based in Singapore while being

the InfraCo Asia representative in the South East Asia region to grow the InfraCo Asia and PIDG brand in the market.

Requirements and Attributes

- Bachelor's degree in Finance, Engineering, Economics, Accounting, Business or equivalent from a reputable university;
- At least 12 years of hands-on, relevant work experience in infrastructure project development/investments, implementation and business development in a multinational context, with a proven track record of successfully completed projects in South East Asia;
- Experience in project management and managing multi-disciplinary teams;
- In-depth understanding of local/regional markets and networks with key players in the infrastructure sector in the countries of South East Asia under InfraCo Asia's mandate;
- Experience working with international development institutions and/or in project finance would be advantageous;
- Experience as company board director and/or familiarity with corporate governance requirements;
- Strong understanding of both debt and equity structures, market risk analysis/management as it relates to projects and/or financial transactions;
- Self-initiator with a problem-solving and 'can-do' attitude who is able to take the lead on decisions independently and as part of a team;
- Excellent analytical thinking and project management skills. Well-organized and efficient, able to prioritize and handle multiple tasks under pressure for deadlines;
- Excellent communication, engagement and negotiation skills, and ability to build relationships and manage senior stakeholders;
- Thorough knowledge of Microsoft Word, Excel, PowerPoint and Project;
- Highly proficient in both oral and written English. Proficiency in one or more of the languages in the South East Asia countries where InfraCo Asia is mandated to work is a plus;
- Strong appreciation and passion for PIDG and InfraCo Asia's mandate with a strong work ethic and desire to work in a fast-paced and demanding environment essential.

Interested applicants, please send your detailed, updated resume to careers@infracoasia.com. All applications will be treated with strictest confidence. We regret that only shortlisted applicants will be contacted.

Thank you for your interest in InfraCo Asia.