



**Position:** Southeast Asia Regional Project Development and Agriculture Finance Specialist  
**Term:** Full Time  
**Location:** Bangkok, Thailand

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Terra Global Capital, LLC was founded in 2006 to promote market and results-based payment approaches for forest and land-use emission reductions that provide community and biodiversity benefits. Terra is a leader in sustainable landscapes analytics and finance, providing technical expertise and investment capital to their global client base in a collaborative and innovative manner. Terra is based in San Francisco, with offices in Washington DC, Guatemala City, Guatemala and Bogota, Colombia.

Terra Global is seeking a Southeast Asia Regional Project Development and Agriculture Finance Specialist for an anticipated 5-year USAID-funded program out of Bangkok, Thailand.

### ***Responsibilities***

This Southeast Asia Regional Sustainable Landscapes Project Development and Finance Specialist will be responsible for the following tasks:

- Source sustainable landscape projects, within SE Asia, that have potential to be bankable
- Work with program team and local country specialists to evaluate and select projects that will receive technical assistance and investment with support from the program
- Develop operational and financial models to assess viability of potential projects
- Support projects in developing business plans and building governance and operational capacity to build bankability
- Define and implement the activities and mechanisms that enable monitoring, analysis, and administration of project performance
- Ensure that the emission reduction benefits of these sustainable landscape projects are adequately evaluated, monitored, and reported
- Identify potential investors, banks, financial institutions and funds that could provide investments and work to expand investment allocations to sustainable landscape projects supported under the program
- Build supply chain buyer relationships and structure purchase agreements for value chains rooted in these sustainable landscape enterprises
- Create partnerships among regional groups and institutions to greatly enhance the effectiveness of the projects and their access to investment capital

### ***Qualifications***

- Master's degree in finance, business administration, international development, and/or related fields with experience supporting agriculture and/or forestry projects in a commercial context and at least five (5) years of experience or a bachelor's degree and at least ten (10) years of relevant experience
- Experience in the management of rural agriculture and forestry projects and/or SMEs
- Proficient in developing business plans and financial models for rural projects
- Southeast Asian nationals preferred
- Strong oral and written communication skills in English are essential.

Interested Candidates please email CV to [HR@terraglobalcapital.com](mailto:HR@terraglobalcapital.com)