



## Project Development Officer

Location: Entobel HCM office, Entobel Dong Nai, and various locations in Central and South Viet Nam, as required.

### YOUR ROLE:

- Manage project planning for Entobel's expansion projects, ensuring that the timings and milestones of the projects are respected and that sufficient resources are allocated by respective departments.
- Identify suitable locations for Entobel's expansion projects in different regions of Viet Nam.
- Support the project development process by guiding the land acquisition and permitting related to Entobel's expansion projects.

### YOUR RESPONSIBILITIES:

- Familiarize yourself with Entobel's main business activity, industry, products, and internal organization.
- Acquire knowledge of national and local rules specifically regarding Entobel's business activities.
- Understand the Business Development department's strategy and underlying goals and targets.
- Obtain Industrial Zone contact information through existing networks, industry associations, chambers of commerce, social media platforms, cold calling, etc.
- Gather information about land prices, utilities, accessibility, and the willingness of local authorities to support the implementation of Entobel's business model.
- Lead negotiations with Industrial Zones and local authorities.
- Be able to read and, if necessary, adapt land acquisition contracts and other contracts and (legal) documents related to land acquisition and permitting, and discuss them with internal stakeholders.
- Provide expert advice and in-person clarification and explanation to support fundraising efforts.
- Attend industry conferences and other networking events as necessary.
- Perform other related duties as assigned by the Business Development Manager.

### REQUIRED QUALIFICATIONS:

- Bachelor's degree in Business, Project Management, or related fields.
- More than 5 years of experience in land acquisition and permitting processes for new factories, with a track record of at least 1 successful new factory project in the last 3 years within Viet Nam.
- Excellent verbal and written communication skills in Vietnamese and strong proficiency in English.
- Excellent knowledge of Vietnamese laws and regulations, specifically about land, construction, and industrial activities.
- Experience in writing simple reports.
- Imperturbable, honest, responsible, energetic, social, outgoing, good with people, and incorruptible.
- Ability to work independently, take initiative, communicate fluently and directly with all stakeholders.

### ABOUT ENTOBEL:

Entobel is a Singaporean-based biotech company that aims to close the global food system's loop by upcycling low-value biomass into functional ingredients thanks to insects. From our existing site located in Dong Nai province, the first one of its kind certified ISO 22000 since 2020, we have been the largest insect exporter from Asia for pet food applications to the US and other countries.

The focus of Entobel remains a strong and aggressive penetration on the aqua market in Asia, especially Vietnam, and particularly for all stages of shrimps and some fish species including seabass while developing and leveraging premium applications globally (petfood, aqua in the US, EU, Japan, etc.)

The product has been tested with all the major feed mill players with very good feedback on overall performance as well as on potential functionalities such as palatability (higher feed intake) and health (challenge tests showing higher survivals for insect meal-based feeds). Driven by increasing demand, Entobel is scaling up its activities with the construction of a new site allowing it to produce 10.000MT of high-quality insect protein per year by the end of 2023.

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