

## Development Associate

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Company: Cimic Group

Location: Brisbane

Category: other-general

Development Associate – Pacific Partnerships About Pacific Partnerships Pacific Partnerships is a member of the CIMIC Group, Australia's largest diversified infrastructure group (revenue \$15bn, work in hand \$31bn and liquidity \$4bn). Pacific leads the development of, invests in and manages infrastructure concession and renewable energy assets, leveraging the group's financial strength and diverse capabilities. The team's project development, technical, commercial and finance expertise transform into seamless, value-for-money solutions for clients. Pacific's role spans the origination, finance, design, construction and long-term operations and maintenance of critical infrastructure including under public private partnership (PPP) model, and renewable energy projects. Pacific Partnerships is a proactive, collaborative partner to clients, infrastructure users, investors and lenders, building on corporate history responsible for delivering more than 30 nationally significant PPP projects valued at over \$70bn over the past 25 years. About the Role This is an exciting opportunity to join our growing origination team, as we look for a Development Associate to actively support large project finance infrastructure projects from origination through to financial close. This opportunity will draw on your experience in developing large scale infrastructure projects, to coordinate a multidisciplinary team to ensure that the asset's development through to ready to build stage is efficient and maximises value to the CIMIC Group. The Development Associate can be located in Brisbane, Sydney or Melbourne and is a role in which you will: Identify and develop project financed opportunities suitable to our investment criteria Support business development opportunities (e.g. market research, competition analysis, new sectors feasibility assessment), including client engagement through market interactive

processes, industry briefings and unsolicited proposals) Develop and manage relationships with CIMIC operating companies to ensure coordinated alignment on project and business development, identification of pipeline opportunities and consortium formation Work collaboratively with a multidisciplinary project team of industry experts to efficiently develop opportunities from early stage identification through bidding and ultimately to financial close. Specific activities include: Set up and oversee bid management including development budgets, resourcing plan, collaboration systems, project schedules etc Support the strategy development and refinement for the opportunity Assist with the development of commercial and technical solutions Manage effective communication with clients Custodian of the risk management framework across project phases ensuring key risks are identified and appropriate treatment and mitigation is implemented for review and approval Actively support the interface with D&C and O&M teams Hands-on role in coordinating due diligence workstream Offer submission and document writing, review and editing as required Support the development approval process and other internal governance activities.

**About You** We are looking for someone who is flexible, motivated and quick learner. You might not tick all these boxes, and that's OK, but you have the drive to learn. Here are some of the aspects and experiences we are looking for in the successful candidate: Relevant tertiary qualification in engineering, commerce, finance or other related discipline Relevant and demonstrated 3+ years experience in developing or bidding private financed greenfield infrastructure in Australasia Experience in understanding and coordinating multi-disciplinary teams and related deliverables and ability to summarise and communicate key outcomes and takeaways. Strong analytical skills, specifically; distilling, synthesising and translating multiple sources of information into strategic insights and recommended course of action Comfortable working with complexity and ambiguity to drive risk and value-based decision making Effective written and oral communications skills with experience preparing for, writing, and presenting to Senior Management and Business leaders. Capable of operating both independently and collaboratively in projects involving multiple workstreams and stakeholders. Demonstrated ability to identify business development opportunities and translate into executive briefing papers facilitating decision making. Proven relationship building, people management and stakeholder management skills

**What we offer** At Pacific Partnerships we are committed to employing individuals who are aligned with our mission and principles (integrity, accountability, innovation, delivery and safety) and meet the requirements of the role. We recognise the importance of our people and are committed

to providing a workplace where everyone can thrive and be at their best every day. We are committed to workplace diversity and social inclusion, recognising that diverse perspectives creates strength for the business, it makes us better learners, thinkers and collaborators. We encourage applications from women, Aboriginal and Torres Strait Island People, members of the LGBTIQ+ community, people with disability and from culturally diverse backgrounds. At CIMIC Group we offer rewarding careers for our people, that's one of the benefits of having 7 brands and a global operating footprint. If you join us, as part of a fun high performing team, some of our benefits include competitive remuneration packages, a focus of promoting from within, salary continuance insurance, discounted private health insurance, One Rewards consumer discounts and saving platform, dedicated health & wellness programs, supportive people policies and much, much more.

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