



# Vacancy:

## Vietnam Waste Collection Project Manager

### About the Job

**Location:** Ho Chi Minh City, Vietnam

**Deadline:** August 30th 2021

### **Who we are**

[BVRio](#) is a global not-for-profit organisation that applies market-based solutions to solve environmental challenges. Founded in Brazil in 2011, has a strong entrepreneurial DNA, our partners include some of the biggest government, civil society and corporate organisations in the world. BVRio is headquartered in Brazil, with its sister company [Circular Action International](#) in the UK and the Netherlands.

In the field of waste management in 2014 BVRio transacted the first global waste offset programme between waste picker cooperatives in Rio de Janeiro and the consumer goods company O Boticario Group. In 2018 it helped found the [3R Initiative](#) with partners like Veolia, Nestle, Danone Verra and Tetra Pak. In 2019 BVRio launched the [Circular Action Hub](#) a platform serving waste projects worldwide. In 2020 it launched the [Circular Credit Mechanism](#) to certify waste collection and recycling for 'waste credits'. In 2021 it launched the recyclable waste trading app [KOLEKT](#) to help waste collectors find and sell recyclable waste.

### **The role**

BVRio is seeking a Waste Collection Specialist for the coordination and management of a packaging waste (PW) collection and recovery project in Vietnam, which is a partnership between BVRio and a large international consumer-goods company. This will involve the following steps:

1. Secure offtake agreements from recyclers and second-tier aggregators (i.e. supplier of recycler) for minimum/maximum volumes, price & conditions.
2. Build a "demo team" of 10 people who will demonstrate and enrol waste pickers into our collection programme using our app (Kolekt). This "demo-team" will explain the benefits of the app to waste pickers and collection centres.
3. Negotiate buying and selling prices for our PW with collection or waste-buying centres.
4. Initiate a pilot in the neighbourhood of HCMC. This involves canvassers getting waste pickers to collect PW; they will earn additional cash benefits; waste pickers sell PW to partner collection centres. All players in this pilot will need to understand how the Kolekt app works and how they can cash out their money.

5. Once sufficient stock of PW is available, you will need to ensure it is delivered to the recyclers.
6. Once a year there will be an audit to verify proof of delivery of PW to recyclers.
7. Explore alternatives to collect larger source volumes of PW, e.g. a Schools programme. Also explore larger recycler demand e.g. WPC manufacturers, pulp & paper, chipboard applications.
8. Contribute to the improvement of the Kolekt app and the increase in users of the app throughout the industry in HCMC.

### **Some indicators about the project**

The project will involve the collection of more than 2000 tons of PW, within 18 months in and around Ho Chi Minh City (HCMC), enrolling around 300 waste pickers, having a team of 10 canvassers. The collected material will be sold to 5-10 collection centres, which will then sell it on to 2-5 recyclers. If successful the volumes will increase by more than 2-3x per year after the first 18 months.

### **Budget and Team**

You will have enough budget to hire an assistant and a sales team manager for a team of 10 canvassers.

We will be responsible for ensuring payment of incentives and marketing campaigns to enroll waste pickers and collection centers.

You will be paid a base salary and bonus based on PW tons delivered to recyclers.

### **Qualifications, skills and experience:**

- Experience of the waste management sector in Vietnam;
- Strong project management skills;
- Ability and willingness to work with the informal waste management sector, i.e. waste pickers;
- Experience of MLM sales strategies or building teams of freelancers as a company like Grab does;
- Good relationship manager and maintaining effective partnerships;
- Strong negotiation skills and people management skills.
- You can speak and write in English;
- You are a Vietnamese citizen.

### **To apply**

Please send your CV, a cover letter (1-3 pages) outlining your experience to [thierry.sanders@bvrrio.org](mailto:thierry.sanders@bvrrio.org).

Please note that early applications are advised, as we are seeking to appoint ASAP. Interviews will be conducted on an ongoing basis and so we may close the vacancy sooner if a suitable candidate is found.

BVRio is an equal opportunity employer.