

## **JOB DESCRIPTION (CONTRACT: 01 Feb 2025 – 31 Jan 2028)**

The **Manager, Emerging Markets** is to report to the Management Council, Managing Director and Deputy Managing Director; and shall be responsible to develop and maintain strategic partnerships with local and international stakeholders to expand the Association's reach. This role is to drive internationalization efforts to broaden the Association's global footprint and contribute to the long-term growth and success of the Association and industry.

### **Role & Responsibilities:**

- Curate, organize, and coordinate impactful events and knowledge-sharing sessions with industrial water end users and/or associations, fostering collaboration and innovation within the industry.
- Gather and compile comprehensive problem/challenge statements from industrial water end users, ensuring these insights are shared with members to drive collective problem-solving and strategic initiatives.
- Conduct thorough surveys, in-depth interviews, and extensive research to develop and deliver three white papers on critical industrial water topics, providing valuable insights and recommendations to stakeholders.
- Publish detailed post-trip market reports, regularly sharing findings and actionable intelligence with members to keep them informed and ahead of industry trends.
- Facilitate pilot projects and test-bedding initiatives between Singapore/SG-based water and industrial water users, driving technological innovation and practical solutions to industry challenges.
- Assist in securing contracts and deals between Singapore/SG-based water companies and industrial water users, leveraging market insights and strategic connections to create mutually beneficial partnerships.
- Facilitate pilot projects and test-bedding initiatives between member companies and utility/municipal users, promoting the adoption of innovative solutions and enhancing service delivery in the water sector.
- Assist in securing contracts and deals between member companies and utility/municipal users, ensuring successful collaborations and the achievement of project goals.

### **Requirements:**

- Minimum Degree Holder
- 1 to 3 years of working experience
- Strong potential in fostering partnerships and driving international growth
- Excellent communication and collaboration skills
- Strategic thinker with a focus on partnerships, innovation and internationalization
- Able to achieve deliverables under LEAD Programme

**Annual remuneration:** S\$48,000 ~ S\$60,000

## **JOB DESCRIPTION (CONTRACT: 01 Feb 2025 – 31 Jan 2028)**

The **Manager, Capability & Technology** is to report to the Management Council, Managing Director and Deputy Managing Director; and shall be responsible to enhance internal and industry capabilities and driving technological innovations, digitalisation and sustainability. This role involves identifying skill gaps, facilitating training programs, and implementing technologies to improve operational efficiency and member engagement. By fostering a culture of continuous improvement and leveraging innovative approaches, this role ensures the Association and industry remain competitive and influential.

### **Role & Responsibilities:**

#### **Water Technology**

- Developing and overseeing training courses in collaboration with key stakeholders, contributing to the organization's knowledge enrichment initiatives.
- Managing the training calendar and collaborating with existing trainers or new trainers as necessary.
- Conducting research and surveying the industry training needs, recommending new training programs.
- Educate and upskill 300 distinct water professionals through specialized and cutting-edge programs in productivity, digitalisation, and sustainability, ensuring they are equipped with the latest knowledge and skills to excel in their roles.

#### **Coastal Protection & Flood Management (CPFM)**

- Deliver comprehensive training to 60 individuals, ensuring their successful certification through rigorous CPFM programs that meet industry standards.
- Coordinate, plan and host CPFM events in collaboration with a diverse range of government agencies, fostering strong partnerships and enhancing the visibility of CPFM initiatives.
- Produce and present three in-depth white papers on critical topics related to Coastal Protection & Flood Management, contributing to the body of knowledge in these areas.
- Foster international connections and opportunities for CPFM members, facilitating introductions and engagements with key overseas stakeholders to expand the network and impact of CPFM.

### **Requirements:**

- Minimum Diploma Holder or Degree Holder
- 1 to 3 years of working experience
- Strong potential in driving skill development and technology adoption
- Excellent understanding of industry trends and innovative practices
- Strategic thinker with a focus on technology, training, and efficiency
- Able to achieve deliverables under LEAD Programme

**Annual remuneration:** S\$48,000 ~ S\$60,000