



**JOB TITLE:** General Manager Mulloon Consulting (MC)

**JOB TYPE:** Full-time permanent

**LOCATION:** Fully Flexible Organisation based in Bungendore, travel will be required to various locations around Australia

**SUPERVISOR/MANAGER:** Mulloon Institute (MI) CEO

### **About the Role**

Join Mulloon Institute as General Manager of Mulloon Consulting, where you'll lead Australia's premier landscape rehydration and restoration consultancy. This is a unique opportunity to drive meaningful environmental impact while building a thriving national business at the forefront of landscape repair and natural resource management.

Reporting directly to the CEO, you'll oversee all operations of Mulloon Consulting and Mulloon Learning & Development, directing our expansion across Australia as we deliver transformative catchment-scale projects that regenerate landscapes and communities. This is a hands on role managing all aspects of operations and performance for an innovative team.

### **What You'll Achieve**

#### **Strategic Leadership**

- Drive the development and execution of business strategy aligned with our mission of landscape regeneration
- Lead expansion into new markets and sectors across regenerative agriculture, natural resource management and nature-positive initiatives
- Collaborate with our executive team (CEO, CFO) to deliver technical excellence and innovation

#### **Operational Excellence**

- Oversee end-to-end project delivery from conception through to completion, ensuring exceptional quality and client satisfaction
- Manage financial performance including budget development, monthly reporting, and P&L accountability
- Build and lead productivity focused and high-performing teams while fostering our collaborative, diversity-focused culture
- Ensure compliance with all safety, regulatory, and quality standards

#### **Business Development & Client Relations**

- Cultivate and maintain strategic client relationships across government, industry, indigenous and community sectors
- Lead commercially focused proposal development, tender responses and contract negotiations

- Identify new opportunities and markets to drive sustainable business growth
- Represent the organisation at industry events and stakeholder meetings

### **Key Responsibilities**

#### **Financial & Operational Management**

- Develop annual budgets and manage business performance to achieve financial targets
- Oversee monthly financial reviews and deliver board reporting
- Manage banking, expenditure controls and debtor management
- Ensure appropriate insurance coverage and risk management protocols in consultation with the CFO

#### **Project & Team Leadership**

- Direct project teams through all phases of delivery including design, approvals, implementation, monitoring and evaluation
- Manage internal staff and external contractors to deliver exceptional outcomes
- Conduct performance reviews and support professional development initiatives and handle performance management issues as required
- Maintain WH&S compliance and quality assurance systems
- Hands on management of HR for the team including recruitment, onboarding and off boarding

#### **Stakeholder Engagement**

- Prospective client identification and engagement
- Oversee client briefings including on-site and project presentations
- Ongoing client engagement
- Engage with stakeholders and local communities on education and capacity-building programs
- Engage with Indigenous communities on caring for country and capacity building programs
- Liaise with regulatory bodies for statutory approvals and compliance
- Collaborate with research institutions and professional bodies to maintain technical leadership

### **What You Bring**

#### **Qualifications & Experience**

- Relevant qualifications in consulting, business management, accounting, natural resource management, agriculture or hydrology
- 8-15+ years of progressive experience including consulting and management roles

- Demonstrated interest in sustainable/regenerative agriculture practices
- Appreciation of awareness-based systems change
- Strong understanding of landscape management fundamentals
- Commerciality and strong financial skills to inform financial planning and project management

### Essential Skills

- **Leadership Excellence:** Proven ability to manage, guide and mentor diverse and 100% remote teams
- **Financial Acumen:** Strong commercial mindset with budget management and P&L accountability
- **Project Management:** Track record of delivering complex projects on time and within budget
- **Manage complex grant funding cycles** and work-in-progress tracking across multiple research and consulting projects
- **Communication:** Exceptional written and verbal communication skills with stakeholder management experience
- **Emotional Intelligence:** High level of EI
- **Business Development:** Experience in identifying opportunities, proposal writing and client relationship management
- **Innovation:** Problem-solving orientation with ability to adapt offerings to dynamic market demands

### Personal Attributes

- Positive, adaptable attitude with strong interpersonal skills
- Organised and outcome-focused approach
- Initiative and innovation in addressing challenges
- Current driver's license and access to vehicle for travel

### Success Metrics

You'll be measured on your ability to:

- Develop and execute budgets that serve as effective planning tools
- Deliver high-quality landscape rehydration projects that generate financial returns
- Expand Mulloon Consulting into a recognised national business
- Build strategic partnerships that advance our mission
- Maintain exceptional safety standards and team performance
- Contribute to delivery of MI's strategic plan

### **Why Join Us?**

At Mulloon Institute, you'll be part of a mission-driven organisation that's genuinely transforming landscapes and communities across Australia. We offer the opportunity to lead meaningful work in the rapidly growing regenerative agriculture sector, supported by a collaborative team committed to innovation and sustainability.

This role offers significant autonomy, growth potential, and the satisfaction of contributing to Australia's environmental future while building a successful business.

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*Mulloon Institute is committed to sustainability and diversity.*