

Position Description



Powering a
Bright Future

Leader Regulated Transmission Connections

Commercial

Regulated Transmission Connections

Objectives

- Lead and deliver strategies, and an underlying team operating model, to seamlessly onboard and maintain customers within Tasmania's transmission network whilst balancing customer, regulatory and revenue requirements.
- Lead and manage high value and complex commercial proposals from initiation to agreement execution, to realise long term revenue streams in the renewable energy, large industrial and commercial sectors.
- Develop, qualify and maintain a large multi-year transmission connection opportunity pipeline, informing capital and resource requirements and growth projections.
- Develop, maintain and strengthen stakeholder relationships to facilitate sustainable partnerships within the National Electricity Market, and inform TasNetworks leadership of customer expectations and industry movements.

Role Specific Accountabilities

- Lead, recruit and develop a high-performing team of professionals, ensuring their safety, wellbeing and professional capability is the top priority. Expertly coach team members to build trust, manage high profile strategic relationships, and execute complex transmission customer connection agreements in line with organisational targets.
- Proactively engage with customer base to understand needs and lead improvement strategies to streamline the transmission customer connection process. Collaborate with TasNetworks Leadership and Board to provide strategic direction on areas such as customer-experience, regulatory alignment, financing, and service development.
- Manage the major customer commercial and pricing negotiation interface. Develop and strengthen relationships across a broad spectrum of stakeholders including customers, regulatory bodies, industry partners, and TasNetworks' cross-functional teams, leadership, and Board. Drive collaboration and reporting to manage performance and risks during the onboarding and ongoing management of Transmission Customers.
- Lead, develop and deliver the strategic and commercial objectives of the team. Develop, maintain and embed policies, procedures, standards and guidelines to drive consistency, due-diligence, and performance improvements. Lead the commercial management of service providers, financial structuring and supplier performance.
- Any other duty or task as reasonably and lawfully directed by TasNetworks.

TasNetworks and **you.**

To be successful in this role

- Demonstrated commitment to the safety and wellbeing of team members and stakeholders
- Proficient in leading a professional and continuously improving team capable of managing high profile strategic relationships built on trust, and meeting organisational targets
- Expert collaborator with a continuous improvement mind-set, with the ability to coordinate internal and external stakeholders to provide holistic customer solutions
- Proven experience in leading and championing change in complex and fast-changing environments
- Proficient negotiation and conflict management skills, ideally with experience in the development and ongoing administration of commercially robust contracts/ agreements
- Expert problem solving, analytical and critical thinking skills, with the ability to identify solutions to customer requirements and prioritise remediation activities to achieve strategic objectives
- Self-directed and 'can do' attitude, with exceptional time management skills and ability to work effectively under pressure and with complex competing priorities
- Highly developed interpersonal communication skills, written and verbal, capable of building trusting relationships with team members, peers and external stakeholders to drive positive outcomes
- Demonstrated practical understanding of the National Electricity Rules, and ideally the large-scale renewable energy market and the associated commercial risks of complex generation and load agreements
- A tertiary qualification in a relevant discipline (business, engineering) and/or other related professional competence and experience, with extensive industry experience
- Proficient digitally, ideally with using SAP software, Sharepoint and Microsoft Office suite

Reports to:

| Head of Commercial |

Direct reports:

| 3-8 |

Approved:

| November 2023 |

Our behaviours **be curious** **be brave** own it

