

# Position Description



Powering a  
Bright Future

## Head of Commercial and Major Investments

Finance and Regulation

Finance

### Objectives

- Lead the provision of specialised strategic commercial, financial advice and negotiation for Major Business projects & complex financial transactions in pursuit of strategic and profitability objectives.
- Provide leadership and strategic advice on commercial finance matters including the implementation of new business structures, optimal operating models and corporate structures and legal operating environments.
- Lead treasury management activities including capital structure, borrowing covenants and strategic advice to leadership as to the effective management of TasNetworks' borrowing program and long-term debt management and financial planning.
- Collaborate with key stakeholders to drive financial governance and oversight of subsidiary performance giving consideration to group strategic and commercial outcomes.
- Lead the provision of financial modelling and commercial analysis to support the strategic planning processes, Corporate financial strategy, and decision support to Subsidiary Businesses in the pursuit of profitable outcomes
- Lead the team to provide strategic advice subject matter commercial and financial expertise to support regulatory reporting and processes including oversight of performance and strategic consideration of commercial and regulatory outcomes of decisions.

TasNetworks and **you.**

## Role Specific Accountabilities

- Lead Corporate Strategy Financial forecasts, long term modelling and scenario development to enable TasNetworks strategic planning process
- Provide expert commercial advice and recommendations to the Business Units Heads of, Executives and Board
- Work with the Business stakeholders to identify and deliver Business Improvement Initiatives in pursuit of commercial outcomes and profitability uplift
- Coach and guide the business to drive enhanced commercial acumen
- Work collaboratively with the Head of Finance to drive a highly engaged team and performance culture across Finance and ensure appropriate financial governance and input to consolidated financial and Business processes and Reporting to Executive, Board & shareholders
- Manage talent through effective execution of TasNetworks talent processes
- Lead the financial modelling and commercial analysis team and drive contemporary thinking in the provision of quality financial modelling and commercial analysis including Customer Discounts/Assessments
- Deliver forward financial forecasts and return to Government estimates to Executive, Board and external stakeholders in line with reporting obligations
- Leverage technology and systems to drive improved Business Performance outcomes
- Any other duty or task as reasonably and lawfully directed by TasNetworks

TasNetworks and **you.**

## To be successful in this role

- Demonstrate our core competencies, which are central to all positions at TasNetworks
- Demonstrated experience in leading and providing specialist advice to complex financial transactions, developing new business operating models and implementing or changing corporate structures
- Demonstrated experience in driving Business Improvement Initiatives with a commercial focus
- Demonstrated ability to drive cultural change, including ability to build effective and trust based partnerships across the organisation and with key external stakeholders to deliver results
- Strong influencing and negotiation skills
- Demonstrated collaborative leadership, communication and interpersonal skills
- Demonstrated problem solving, analytical and critical thinking skills with ability to accurately analyse and interpret data
- Qualifications in business, project finance, banking, commerce, accounting or equivalent, or other related professional competence and a demonstrated period of suitable experience
- Highly developed ability to work at a strategic level, including understanding the strategic impacts of decisions
- Ability to successfully manage and lead change in a complex, diverse and challenging environment
- Sound decision making skills in an environment of ambiguity and change
- Mastery in commercial acumen non-negotiable
- Demonstrated ability to manage concurrent and competing priorities
- Ability to successfully manage change in a complex, diverse and challenging environment

### Reports to:

Executive Finance and Regulations

### Direct reports:

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### Approved:

July 2025

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

