

Position Description



Position Title	Senior Commercial Analyst
Position No	00034031
Delegation Level	005
Job Designation	Snr Commercial Analyst (Transport)
Organisational Unit	Transport Services Contract Financial Planning and Analysis
Work Centre	Brisbane
Position Type	Permanent
Rail Safety Worker	No
Medical Fitness Standard	Refer to relevant business instructions.
Performance Plan Type	Tech Professional Expert
Shiftworker	No
Classification (Range)	AS6 .1 - AS6 .4
Pay Scale Type	ASPT
Reports to Position	Prin Commercial Adviser - Bus Reltnship

QUEENSLAND RAIL VALUES:

1 Queensland Rail - We do better together
Treat others with respect - We appreciate everyone's contributions and differences
Empower our people - We have confidence in our people
Act Safely - We work safe, to go home safe
Make a positive difference - We learn from today, to improve tomorrow

Position Purpose

Provide advanced commercial analysis skills to achieve business objectives and deliver outcomes, develop and maintain key stakeholder relationships (internal and external), provide contract management services including negotiating outcomes.

Position Responsibilities

1. Develop and reinforce commercially focused relationships with internal and external stakeholders by gathering feedback and responding proactively to complex requirements.
2. Provide Contract Management services including high level advice to stakeholders on contract compliance obligations and negotiation strategies.
3. Propose recommendations that assist with gaining commercial outcomes using financial and operational data that enable strategies to be evaluated prior to implementation.
4. Take a central role in a team and lead the business in delivering small project-based outcomes to ensure the delivery of effective and commercially valuable solutions and provide advanced professional support and advice.
5. Analyse and challenge information from operational areas, evaluate the level of risk exposure to Queensland Rail within available commercial options and recommend effective commercial strategies.

Additional Factors

The appointee will be required to :-

- Comply with Queensland Rail's Code of Conduct;
- Observe all legal and safety obligations of the organisation;
- Operate in an environment requiring considerable initiative and independent judgement to achieve business goals whilst receiving broad

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- guidelines from senior management;
- Participate in Queensland Rail's Plan Perform and Review process;
- Undertake further training as required;
- Work in an indoor and outdoor environment.

What is the key selection criteria

1. High level of skill in relationships management and problem solving with multiple, diverse and complex stakeholders, developing and reinforcing relationship management skills within the team.
2. High level of financial, analytical and problem solving skills to provide solutions that deliver commercial value to Queensland Rail.
3. High level of skill in contributing to a dynamic project-based team and demonstrate leadership in the delivery of commercial solutions.
4. High level of organisational skills in administering Commercial Agreements.
5. High level of skill in operating in a demanding and dynamic work environment dealing with conflicting priorities to achieve results.
6. High level of research skills to develop commercially valuable solutions for Queensland Rail and achieve successful business outcomes in a highly regulated and competitive environment.
7. Knowledge of and willingness to commit to and work within Queensland Rail's Values and Behaviours.

Pre-employment Checks:

Not Applicable

Health, Safety and Environment Responsibilities

Comply with the overarching document called Health, Safety and Environment Responsibilities MD-11-6843 located in the Safety and Environment Management System.

Personal Protective Equipment needs:

Refer to relevant business instructions.

Safety Publications

Refer to relevant business instructions.

Please Note:

Queensland Rail has a random alcohol and other drug testing program.
Testing can occur anywhere, at any time, on any day.