Position Description



Position Title	**Senior Commercial Analyst**
Position No	00038571
Delegation Level	005
Job Designation	Snr Commercial Analyst
Organisational Unit	Commercial & Rail Access
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	Manager Access

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 services in commercial strategy, market and industry analysis, stakeholder relationships management including negotiation with major clients and contract management.

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 the compliance obligations of below rail contracts, recommendation of rail access packages and negotiation strategies for rail operators.
3. Propose effective pricing strategies using complex financial and operational models which enable alternative pricing and operational strategies to be evaluated prior to implementation.
4. Take a central role in a team and lead a small project-based team of Commercial Analysts to ensure delivery of effective and commercially valuable solutions and provide advanced professional support and advice to the Capability centre.
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.
6. Conduct complex market research of industry trends and market issues and provide major stakeholders with input to and advice on relevant commercial analysis.

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 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 market and operations 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:

High Visibility Clothing
Safety Footwear

Safety Publications

QR Electrification Safety Booklet
C.E.O.'s Safety Statement
C.E.O.'s General Safety Rules
Alcohol and Drugs

Please Note:

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