

Position Description



Position Title	Senior Manager Commercial & Contracts (North)
Position No	00089321
Delegation Level	004
Job Designation	Group Senior Manager
Organisational Unit	Commercial Dvlpt & Contract Integration Program Services
Work Centre	Brisbane
Position Type	Temporary
Rail Safety Worker	No
Medical Fitness Standard	Refer to relevant business instructions.
Performance Plan Type	Lead Experts and Leaders
Shiftworker	No
Classification (Range)	Contract
Pay Scale Type	Contract
Reports to Position	Program Services Director

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

Lead, manage and provide strategic direction to the commercial and contracts team in the overall development, negotiation, implementation and ongoing management of industry best practice commercial and contractual practices. This position is also responsible for providing strategic management advice and subject matter expertise on multiple contractual delivery options from an overarching strategic delivery perspective and assuming overall and taking accountability for the development and integration of multiple commercially beneficial contractual arrangements for Queensland Rail as a whole.

Position Responsibilities

1. Provide strategic leadership, guidance and direction to the Commercial and Contracts team, assuming overall accountability for ensuring that multiple contractual frameworks, instruments, and decisions are linked to strategy and Queensland Rail's interests are maintained.
2. Build and manage constructive and collaborative relationships with key executive stakeholders across Queensland Rail, Minister's office, Department of Transport and Main Roads, Delivery Authorities, other related agencies, suppliers and proponents and strategically influence business critical decisions to maximise commercial and contractual outcomes.
3. Act as the point of escalation, mediation and resolution of contractual disputes with respect to the entire MPI Portfolio Contractual and Commercial landscape, or where issues arise that have potentially enterprise wide implications, including accountability for direct intervention and overall accountability for risk mitigation.
4. Assume overall accountability for ensuring the contracts and



commercial team meet KPI's whilst managing a range of relationship and strategic objectives with senior managers and other key internal and external stakeholders to ensure Queensland Rail is best placed during both delivery and operationalisation of Cross River Rail and other associated projects from a wholistic commercial and contracts strategic perspective and build long term value for Queensland Rail.

5. Provide strategic oversight and direction to the Commercial and Contracts team in delivering clear, timely advice and oversee the development of a range of complex, commercially and contractually diverse arrangements that achieve required objectives, whilst emphasising and providing linkage to overarching commercial strategy.
6. Actively participate as a member of the MPI leadership team, providing overarching strategic guidance and subject matter expertise on key commercial and contractual interfaces, interdependencies and critical matters across all CRR and other projects contracts, in a commercially driven, diverse and dynamic significant rail infrastructure and digital major project environment.
7. Foster an engaged contracts and commercial team by creating a performance culture that reflects high levels of customer service, teamwork and collaboration and builds organisation capability, providing linkages between service excellence, strategies and operational performance.

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;

What is the key selection criteria

1. Extensive knowledge of governing legislation, regulatory, commercial and contractual requirements in a government/statutory authority environment.
2. Extensive knowledge of governing legislation, regulatory, commercial and contractual requirements in a government/statutory authority environment.
3. High level of skill in managing high performing commercial teams and developing multi layered commercial agreements relating to Alliances/Public Private Partnerships, Delivery Deeds and Design and construct contracts on large scale, multi disciplinary, complex infrastructure projects.
4. High level strategic, conceptual, analytical, collaborative and influencing skills including the ability to interpret, manage and translate evolving commercial requirements in dynamic and contractually diverse project environment.
5. High level of skill in all forms of communication to effectively engage with senior internal and external stakeholders.
6. High level of skill in building strategic relationships, negotiating and consulting on complex issues with both internal and external stakeholders.
7. Knowledge of and willingness to commit to and work within Queensland Rail's values and behaviours.

Pre-employment Checks:

Not Applicable

Position Description



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.