



POSITION DESCRIPTION

Title:	Connection and Development Manager
Position Reports To:	Manager Network Customers
Position Type:	Employee
Team:	Business Development
Division:	Executive

ABOUT POWERLINK QUEENSLAND

Powerlink is a leading Australian provider of high voltage electricity transmission network services, combining innovation with insight to deliver safe, cost effective and reliable solutions. We are a State Government Owned Corporation which owns, operates and maintains the transmission network that extends 1700km from north of Cairns to the New South Wales border, and comprises 15,500 circuit kilometres of transmission lines and 141 substations. For more information [click here](#).

ABOUT YOUR ROLE

The purpose of the Connection and Development Manager position is to manage and further develop Powerlink's relationships with existing and potential customers, including identification and pursuit of business opportunities, negotiation of formal agreements, investment analysis for customer proposals, and ongoing customer account management including liaising with senior customer representatives and industry stakeholders.

WHAT YOU'LL DO

- Work with the Manager Network Customers to develop SMART individual performance and behavioural targets, ensuring required outcomes and alignment to broader Business Development team goals are clearly understood.
- Monitor and measure achievement of performance and behavioural objectives through regular discussions with the Manager Network Customers, proactively seeking feedback and support to ensure individual and team expectations are met.
- Clearly communicate what you require from others and seek to understand questions or concerns they may have, engaging in problem solving to ensure outcomes meet business and customer requirements.
- Proactively develop and maintain constructive working relationships with Business Development team members and key stakeholders across other divisions Powerlink, working collaboratively to achieve mutual business and customer outcomes.
- Contribute to a constructive culture by demonstrating constructive behaviours (e.g. achievement, self-actualisation, humanistic/encouragement, affiliative approach) when interacting with colleagues, and internal and external stakeholders.
- Follow and role-model Powerlink policy and process expectations to ensure required outcomes and behaviours are in accordance with organisational expectations.

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- Take personal responsibility for understanding and following safety policies and practices, demonstrating personal engagement with safety and proactively identifying and reporting risks and hazards (to Manager Network Customers or other available manager) to continuously improve Powerlink’s safety performance.
- Contribute to the development and maintenance of Powerlink’s non-regulated opportunity pipeline for renewables high voltage connections, telecommunications services and technical & professional services through gathering of market trends and intelligence for proponent projects from customers, suppliers, contractors and advisors.
- Assist in the ranking and prioritisation of customer opportunities through application of market trends and understanding of Powerlink’s capabilities and strategic direction.
- Engage with customers to develop deep understanding of their project drivers, risks, stakeholder concerns and commercial levers – to enable development of internal business cases, project proposals and ultimately customer specific solutions.
- Participate in pursuit teams through preparation and delivery of presentations, bid submissions, tender responses and pricing proposals ensuring a whole of Powerlink approach is used so that operability, planning, commercial and stakeholder considerations are optimised. This requires guiding opportunities iteratively through the business to refine solutions.
- Resolve customer and counterparty disputes in conjunction with Powerlink’s legal team.
- Facilitate negotiation of Connection & Access Agreements, Telecommunications contracts and other commercial contracts which are satisfactory to both parties whilst managing Powerlink’s risk and ensuring financial returns and profits on investments exceed Powerlink’s hurdle rates.
- In conjunction with legal, ensure all contracts comply with Powerlink policies and procedures, legal requirements of the National Electricity Rules, Electricity Law, Telecommunications Law, Competition and Consumer Act and other legislation when establishing and maintaining contracts with customers.
- Proactively account manage Powerlink’s customers and ensure new customers are seamlessly transitioned from bid stage to account management.
- Co-ordinate the contractual completion of customer related projects on time and budget in accordance with obligations under Connection and Access Agreements or other commercial contracts and ongoing contractual administration such as maintaining financial security, issuing FM event notices and facilitating outage coordination activities.
- Communicating with and responding to Customers’ requirements in relation to network outages to ensure Powerlink compliance with obligations under Connection and Access Agreements or other commercial contracts.
- Represent Powerlink at industry functions, speaking engagements and conferences.
- Undertake additional accountabilities as directed by your Team Leader or Manager.

YOUR BACKGROUND AND EXPERIENCE

Your motivation to create and own productive relationships with key stakeholders and develop and grow formal and informal networks, in particular at the senior level with decision maker's, that support the delivery of commercial outcomes for the business is paramount to your success. With significant experience in large complex organisations, your ability to negotiate and manage commercial contracts and arrangements, identifying and evaluating customer and business development opportunities and provide an effective representation of the business is evident in the demonstrated determination and success of your previous work.

YOUR SKILLS

Essential Technical Skills

- Demonstrated ability to operate in a proactive Business Development and sales role
- Demonstrated ability to negotiate commercial contracts in an energy, telecommunications, consulting or electricity company.
- Demonstrated ability to utilise economic and/or financial modelling experience in a commercial business.
- Demonstrated ability to interpret, scope and estimate works to ensure alignment with commercially negotiated contract terms, timely delivery and required quality standards.
- Demonstrated ability to work with senior business representatives to negotiate specific terms and conditions of contractual arrangements.
- Demonstrated ability to interpret and ensure compliance with the Queensland Electricity Act and Codes, the National Electricity Rules and/or the Telecommunications Act with regards to customer agreements and contractual arrangements.
- Demonstrated ability to negotiate agreements for an energy, telecommunications or electricity company.
- Demonstrated ability to co-ordinate complex technical projects within commercial contract delivery criteria would be an advantage.
- Demonstrated ability to apply working knowledge of contract law principles, legislation, rules and legal guidelines relevant to the obligations of an energy, telecommunications or electricity entity would be an advantage.

Demonstrated Behavioural Skills

Stakeholder & Customer Focus: Demonstrated ability to apply an understanding of customer needs and requirements in your work, being responsive and flexible to ensure the requirements of internal and external stakeholders are met.

Relationship Management: Demonstrated ability to proactively create, build and maintain formal and informal networks and productive relationships with a diverse range of stakeholders, particularly at the senior level with decision-makers. The ability to understand

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and be responsive to a wide range of perspectives and needs to create positive outcomes for which balance the needs of stakeholders with the business goals of Powerlink.

Influencing: Demonstrated ability to use appropriate methods, skills and styles to overcome varied and complex situations, influencing and gaining commitment from others across a diverse number of internal and external stakeholders.

Achievement Drive: Demonstrated ability to sustain energy and determination to set and meet challenging goals and objectives. The ability to organise resources to achieve a standard of excellence in outcomes and monitor on-going performance.

Strategic Problem Solving: Demonstrated ability to analyse and evaluate issues in order to strategically and effectively respond to and resolve problems, identifying options, selecting the best approach, and implementing actions which best address issues.

Attention to Detail & Quality: Demonstrated ability to approach work with a quality focus, applying careful attention to detail to ensure conformance, safety, and quality service to your stakeholders.

Safety: Demonstrated ability to take personal responsibility for understanding and following safety policies and practices, applying these to every component of your work. You demonstrate proactivity in identifying risks and hazards and engaging your team in safety conversations.

YOUR QUALIFICATIONS

- Degree qualification in Engineering, Business, Law, Economics, Commerce or Finance.
- MBA or similar applicable post graduate qualification would be an advantage.

SPECIAL REQUIREMENTS FOR THIS ROLE

The job requires the incumbent to:

Travel (domestic, international, vehicle, helicopter)

Travel and work away from home for short periods

Work at a computer workstation

Frequent interaction with customers / members of the public (may include dispute resolution)

Makes critical decisions (will need to be define)

These requirements may change from time to time

Choose an item.

These requirements may change from time to time

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POSITION DIMENSIONS

TBA