



# POSITION DESCRIPTION

Australian Broadcasting Corporation

Label	Description
Position Title:	COMMERCIAL MANAGER
Position no:	50069275
Team:	[Product & Technology]
Department:	Portfolio Delivery Services
Location:	Ultimo
Reports to:	HEAD OF PARTNERSHIPS, PRODUCT & TECHNOLOGY [Reporting To (Position No.)]
Classification:	Senior Executive
Schedule:	[Executive]
Roster cycle	[Executive]
Band/level:	EL 1
HR Endorsement:	25/07/2024

## Purpose

Lead, negotiate and execute commercial outcomes for the acquisition and renewal of technology goods and services for Product and Technology (P&T) that deliver value for money outcomes, manage commercial risks and support delivery of organisational objectives.

## Key Accountabilities

- Drive and develop negotiation strategies to successful delivery and support the Head of P&T Partnerships to lead sourcing and renewals for high value, high risk and complex negotiations.
- Pro-actively build and maintain positive, productive relationships and partnerships with stakeholders (P&T leadership and key personnel, Procurement, Finance, Legal and external vendors) to facilitate effective business partnering and delivery of commercial objectives.
- Responsible for partnering with Product and Technology stakeholders to understand their needs, identify commercial requirements and risks and translate these into effective negotiations, strategies, and contracts.
- Be the trusted advisor for internal and government procurement processes, ensuring compliance with the correct processes at all times.
- Provide significant expertise in technology service level agreements, reviewing, annotating, and establishing suitable service levels to meet business objectives.

- Build and forecast technology services cost models, leveraging a variety of business models to determine costs, target rates, and favourable commercial models for the ABC.
- Manage and drive the contract lifecycle with the contract owners, prepare stakeholder summaries, and management plans that include obligations for supplier performance and KPI management.
- Pro-actively initiate renewals and sourcing extensions as per the commercial roadmap to allow optimal outcomes to be achieved.
- Lead and apply a commercial perspective to ABC procurement activities, introducing innovative approaches that enhance processes and consistently deliver superior commercial outcomes.
- Actively coach and mentor subject matter experts on commercial best practice, to uplift knowledge across P&T and enhance commercial outcomes.
- Actively promote the ABC values and apply all relevant workplace policies and guidelines.
- Cooperate with any reasonable instruction, procedure or policy relating to safety and take reasonable care for your own safety and that of other people who may be affected by your conduct while at work. Additional WHS responsibilities apply to Managers and Supervisors, Team Directors, and other Officers.

## Key Capabilities/Qualifications/Experience

1. Diploma from the Chartered Institute of Procurement Supply (CIPS) or other equivalent study or prior experience in a commercial executive role, preferably in a technology function.
2. Demonstrated significant experience in strategic business partnering and conducting high value and complex technology RFX processes, with a deep understanding of how to achieve optimal commercial outcomes where savings and additional value were achieved.
3. Demonstrated significant experience in introducing and optimising commercial practices to improve business outcomes.
4. Highly developed expert experience in vendor performance and contract management.
5. Proven significant analytical, problem-solving, and financial modelling skills.
6. Experience with government procurement processes highly desirable but not essential.
7. Highly developed communication, writing, negotiation, interpersonal and stakeholder management skills with the ability to communicate with people at the highest level and work effectively both independently and as a member of a team while managing multiple priorities.
8. High level of motivation and personal initiative, with highly developed leadership skills.
9. **ABC Principles:** Demonstrated commitment to the ABC Principles of We are ABC, Straight Talking, People Focused, Accountable and Open & Transparent.
10. **ABC Policies:** Understanding of the relevance and scope of ABC policies and the ABC Principles and a commitment to adhere to these; particularly in relation to complying with health, safety and wellbeing requirements in the workplace and acting in accordance with the ABC Principles.
11. **Diversity and Inclusion** Ability to communicate effectively and build relationships with people from a range of diverse backgrounds.

