



POSITION DESCRIPTION

Position Title	Digital Commercial & Contracts Manager	Position No.	50048811
Team	Product & Content Technology	Classification	Administrative/Professional
Department	Group Product	Schedule Roster Cycle	Schedule A Non-Rostered
Location	Ultimo	Band / Level	Band 8
Reports to	Head of Group Product 50040094	HR Endorsement	

Purpose

Manage ABC Group Product contract performance, maintain and develop ABC Group Product models to forecast usage volumes and costs associated with various platforms, including the Content Distribution Network and cloud service providers.

Key Accountabilities

Contract Management

- Establish and maintain a contract management plan for all Group Product commercial agreements relating to audience facing digital services, including Content Distribution Network, cloud service providers (IaaS, PaaS), Transcoding services.
- Identify cost saving opportunities through reservation of instances, volume commitments or alternative competitive arrangements.
- Liaise with Head Group Product and development managers to identify changes in service requirements.

Modelling

- Work with product managers to develop robust audience and usage forecasts for new product launches or initiatives
- Maintain the ABC Product & Content Technology audience model that provides usage and cost forecasts for delivery of all ABC digital products
- Develop and maintain volume and cost forecast models for ABC Group Product hosted platforms

Financial Reporting

- Provide forecast models across all major contracts

Stakeholder Management

- Develop and foster strong working relationships with digital product managers, operations, and product specialists
- Ensure that concise communications strategies are in place to advise ABC digital product managers of changes to forecast models
- Work closely with the Product & Content Technology Financial Advisor/Partner

General

- 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.





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Key Capabilities/Qualifications/Experience

1. CA/CPA or equivalent essential.
2. A Degree in a numeric discipline or proven equivalent experience.
3. Strong commercial acumen and financially literate.
4. Expert Excel ability.
5. Experience in the management of procurement projects.
6. Experience in management of commercial contracts.
7. Working experience, technical and commercial knowledge of Content Distribution Networks, Digital Media, consumer technology and Amazon Web Services all essential.
8. Strong interpersonal, oral and written communication and presentation skills with the ability to communicate complex findings and ideas in plain language.
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:** Experience in building an inclusive and supportive culture where diversity is valued.