



Category Manager (Technology)

Position Detail

Reports To	Category Manager	Group	Chief Financial Officer
Classification	ASA 7B	Location	Canberra, Sydney, Melbourne or Brisbane
Reports – Direct Total	Nil		

Organisational Environment

Airservices is a government owned organisation providing safe, secure, efficient and environmentally responsible services to the aviation industry.

Each year we manage over four million aircraft movements carrying more than 156 million passengers, and provide air navigation services across 11 per cent of the world's airspace.

Airservices has two major operating centres in Melbourne and Brisbane and a corporate office in Canberra. We operate 29 air traffic towers at international and regional airports, and provide aviation rescue fire fighting services at 26 Australian airports.

We are committed to continuing to improve our business by providing our customers with services they value, and embedding new ways of working and technology investments to further innovate and optimise.

Primary Purpose of Position

The Category Manager (Technology) is a key member of the Procurement and Commercial Services Team, responsible for the continuous process of identifying, prioritising, improving, and re-evaluating the business groups sourcing activities and developing channels of supply at the lowest total cost.

You will collaborate with your primary business stakeholders to provide commercial thought leadership and influence the strategic vision and direction of sourcing for your activities. You will provide a proactive, consistent and responsive approach to achieving value for money from third party spend and driving greater supplier performance. This in turn will allow your business partners to optimise their service deliver model/s and provide an efficient, effective and economical service to Airservices.

You will be able to demonstrate category management experience and stakeholder management skills, particularly in leading cross-functional teams to achieve commercial outcomes with a specific focus on supplier performance to drive an effective. You will be responsible for the development of the relevant category and sub-category strategic plans and priorities; and

- Identifying opportunities to leverage value or mitigate risk from changes in markets (e.g. technology developments, supplier consolidation).
- Remain current with market trends through relationships with suppliers and market experts so as to identify and communicate new technologies and solutions to support ongoing digital transformation.

Accountabilities and Responsibilities

Lead, manage, and undertake the procurement process, which are compliant with established policies and procedures that will support implementation of procurement initiatives that deliver value for money outcomes, which includes:

- Lead procurement activities, conduct negotiations and deliver recommendations that achieve service and budget outcomes.
- Engage with internal stakeholders to deliver short, medium and long-term strategic objectives, and contribute to the development and achievement of the Airservices' strategy.
- Ability to interpret and execute category strategies, analyse data and markets, professionally present findings and recommendations.
- Provide timely contract advice and interpretation including exceptional negotiation skills to drive favourable outcomes for Airservices.
- Manage commercial relationships between key suppliers and Airservices' stakeholders.
- Confidence in managing and delivering acceptable commercial outcomes in dispute management and resolution.
- Demonstrated savings initiatives including year on year savings opportunities, benchmarking, de-scoping, demand management, supplier segmentation and terminations.
- Shapes contractual terms and conditions, involving legal when required, employing best practice in contracting methods to manage risk and maximise value.
- Conduct Supplier Relationship Management activities and ongoing contract performance management to ensure optimal Portfolio, commercial and contractual outcomes.
- Work collaboratively with the business functions to ensure ongoing commercial management of executed contracts, ensuring the organisation optimises the commercial framework within the contract while continuing to explore opportunities to improve the agreement and relationship.
- Oversee the review of contracts to ensure compliance with commercial targets and controls, and ensure effective and pro-active contract management to ensure suppliers meet their obligations.

Category Management

Owner of and responsible for:

- Development of the relevant category and sub-category strategic plans and priorities; and
- Identifying opportunities to leverage value or mitigate risk from changes in markets (e.g. technology developments, supplier consolidation).
- Remain current with market trends through relationships with suppliers and market experts so as to identify and communicate new technologies and solutions to support ongoing digital transformation.

Complex Acquisition/Sourcing Strategy, Negotiation and Execution

- Represent the organisation in critical negotiations, achieving effective solutions and outcomes in challenging relationships, and ambiguous and conflicting positions.
- Prepares and plan the negotiating strategy based on sound knowledge, research and structure.
- Ability to understand costing methods and cost make-up and analysis of financial information and develop and recommend emerging commercial constructs and models aligned to the organizational strategy.
- Conducts commercial negotiations with suppliers.
- Ensures application of an end-to-end (TCO) view in all sourcing decisions and value for money outcomes are in place.

- Shapes contractual terms and conditions, involving legal when required, employing best practice in contracting methods to manage risk and maximise value.
- Build flexibility into contracts to enable business change and associated requirements can be accommodated over the life of the contract.
- Drive key benchmarking activities.
- Drive savings, cost avoidance and value addition targets as needed.
- Adoption of best practices for all sourcing & procurement activities.
- Continuously improve the quality of product / service (s) being procured.
- Develop commercial strategies and capabilities to lead strategic sourcing, negotiations and commercial decision making.
- Ensure commercial responsiveness and completeness are inherent in all aspects of the business unit's activities.

People

- Maintain an effective working relationship with other Airservices staff to ensure that there is effective coordination of all activities in support of organisational objectives.
- Ability to lead cross functional teams to deliver on organisational wide requirements
- Foster a culture of continuous improvement within your immediate team and business partner network
- Ensuring that all key stakeholders within local Business Groups are identified/analysed on the stakeholder register and an appropriate relationship management strategy is adopted
- Management, coordination and development of the team to achieve agreed performance standards
- Management of the resource capacity and capability to meet current and forecast requirements
- Developing staff competencies and expertise in Contract Management and Administration through mentoring and instruction.

Key Performance Indicators

- Develop and operationalise category management plans, driving towards quality and cost efficiency.
- Strong negotiation and relationship management skills.
- Strong market knowledge and an understanding of key suppliers.
- Consolidation opportunities
- Compliance with safety, risk, environmental and any other standards.

Key Relationships

- Airservices Executive and Leadership Team
- Other members of the Procurement and Commercial Services Team
- Internal Project and Program Managers
- External Suppliers and Market Participants

Skills, Competencies and Qualifications

- Tertiary qualification in a Business, Commerce or related discipline.
- Proven experience in a senior management or team leader position with Category

Management experience

- Proven ability to source, interpret and present information from within an organisation, across industries and from different markets.
- Proven ability to interpret and apply complex organisational frameworks and policies.
- Strong analytical skills with the ability to interpret financial data, assess expenditure trends and analyse lifecycle costs.
- Strong interpersonal, communication, negotiation and influencing skills.

Performance Standards and Behaviours

As a member of Airservices, you will consistently demonstrate performance standards and behaviours that meet our Code of Conduct. This includes:

- Treating everyone with dignity, respect and courtesy
- Acting with honesty and integrity
- Acting ethically and with care and diligence
- Complying with all Airservices' policies and procedures, and applicable Australian laws
- Disclosing and taking reasonable steps to avoid any actual, potential or perceived conflict of interest
- Behaving in a way that upholds our vision, mission and values, and promotes the good reputation of Airservices.