

Position Description – Commercial Manager, ETCS Alliance

POSITION DETAILS

Department / Team: Alliances / ETCS	Reports to (title): Project Director, ETCS
# Direct Reports: 0	# Indirect Reports: 0
Location: Brisbane	

THE CROSS RIVER RAIL PROJECT

Cross River Rail is a new 10.2km rail line including 5.9km of twin tunnels running under the Brisbane River and CBD that will unlock a bottleneck at the core of the rail network and will transform the way we travel across the whole of Southeast Queensland.

It will include four new underground stations – at Albert Street, Boggo Road, Roma Street and Woolloongabba - through the middle of Brisbane, provide new above-ground stations at the RNA Showgrounds and Dutton Park, upgrade six stations between Fairfield and Salisbury, deliver three new stations on the Gold Coast and introduce a new world-class signaling system to the wider SEQ rail network.

Once Cross River Rail is operational, journeys will be quicker, stations will be in more convenient locations and there will be capacity to increase train services as our population grows. Making public transport a more viable option for the whole region and helping to ease congestion on our roads.

Further Information: www.crossriversrail.qld.gov.au

OUR VALUES & BEHAVIOURS



WE COLLABORATE

- We treat each other with respect and speak up when this doesn't happen.
- We share information to help everyone be successful.
- We have honest conversations, no agendas or surprise.
- We are curious, asking questions to understand.
- We work through issues together and help each other



WE INNOVATE

- We are inclusive, listening to and encouraging differing views.
- We challenge and push the boundaries.
- We apply and share our knowledge to do better.
- We seize our opportunity to set new standards and benchmarks



WE DELIVER

- We act safely at all times.
- We do what we say we will do and when we will do it.
- We understand our individual role and how it fits into the project's success.
- We take responsibility for our work and speak up when we need help.
- We are committed to continuous development and take every opportunity to review, learn and improve the way in which we are delivering the project

ROLE OVERVIEW

The Commercial Manager, ETCS Alliance is an embedded role within the Sequence Alliance, responsible for providing strategic oversight and supporting the effective management of commercial and contractual activities across the ETCS program. This includes oversight of contract negotiation, commercial performance evaluation and reporting, strategic risk management, and comprehensive financial and contractual management. The position acts as a key interface between the Delivery Authority's internal team and the broader Sequence Alliance.

The position provides strategic and tactical commercial advice and support relating to the Sequence Alliance delivery performance. This will require the ability to navigate complex commercial environments and develop and maintain strong and collaborative working relationships with Alliance partners, project partners, and suppliers to aid consistent and seamless execution of Alliance activities. The role works closely with the Alliance Leadership Team as well as with a range of Delivery Authority stakeholders, including Finance and Procurement, Project Controls, Program Delivery, and Commercial.

Although the role does not have formal direct reports, it holds a leadership and mentoring responsibility for commercial staff supplied by other Alliance partners within the Sequence Alliance, helping to enhance commercial capability and alignment across parties. The position reports to the Delivery Authority's ETCS Project Director.

KEY RESPONSIBILITIES

- Manage the Alliance Agreement interface with the Project Owner, Alliance Management Team (AMT) and Alliance Leadership Team (ALT) including management of performance metrics (KPI's and KRA's), Adjustment Events and Additional Work Packages.
- Provide leadership and guidance to the Sequence commercial team to ensure Alliance contracts, subcontracts, and procurement activities are aligned with Alliance objectives, including representation in key negotiations as required.
- Oversee the development, implementation and ongoing refinement of commercial strategies and contract management frameworks that align with the broader Alliance commercial governance structure.
- Participate in commercial and contract negotiations ensuring that arrangements are in place to have them deliver the levels of service, performance and innovation expected from the project contracts under acceptable terms and cost.
- Analyse and advise on commercial issues as they arise during execution in relation to the Alliance Agreement, highlight emerging risks and provide mitigation strategies for matters that may impact the Delivery Authority.
- Support the management of major and minor contract disputes and project level variations in relation to the Alliance Agreement as required.
- Act as an escalation point and act to provide timely resolution of complex contractual, issues.
- Maintain oversight and review of contractual Alliance Agreement correspondence to ensure its alignment with governance requirements and organisational expectations.
- Prepare briefings, reports and recommendations to senior stakeholders including the Commercial Director, Project Director, CFO and ALT on commercial matters as required.
- Represent the Delivery Authority and the Alliance on commercial, contractual and governance matters, including engagements with Financial Auditors.
- Collaboratively support the technical and engineering teams within the Alliance with navigating change

processes, briefing note development and commercial inputs into decision-making processes.

- Promote a culture of sound governance, professional ethics, open communication, and collaborative problem-solving across Delivery Authority and Alliance interfaces.
- Undertake other duties as reasonably requested by management.
- To work in accordance with the Delivery Authority policies, procedures and safety requirements and demonstrate alignment with our values and behaviours

KEY COMPETENCIES

- Proven (ideally 10+ years) expertise in strategic leadership and functional oversight of commercial contracts in a major infrastructure/project environment throughout the full project lifecycle with substantial exposure to Alliance delivery models.
- Demonstrated experience in leading and developing high-performing commercial teams within complex delivery environments.
- Strong organisational and time management skills with proven ability and drive to meet project objectives within defined constraints.
- Highly developed stakeholder engagement and relationship management skills, with a track record of influencing executive leaders, working effectively across multidisciplinary teams, and achieving favourable outcomes in high-level negotiations and disputes.
- Advanced written communication skills, including the ability to prepare clear, fit-for-purpose commercial correspondence, documentation, reports and briefings.
- Strong conceptual, analytical and problem-solving capability, with experience in managing complex contractual issues and supporting commercial decision-making through detailed analysis.
- Tertiary qualifications in a relevant field such as Commerce, Accounting, Business, Law, Engineering, Quantity Surveying, or Construction Management.