

Commercial Manager - Integration

POSITION DETAILS

Department / Team: Commercial	Reports to (title): Senior Commercial Manager - Integration
# Direct Reports: 0	# Indirect Reports: 0
Location: Brisbane	

THE CROSS RIVER RAIL PROJECT

The Cross River Rail Delivery Authority is building a new 10.2km rail line that includes 5.9km of twin tunnels running under the Brisbane River and CBD; with four new underground stations at Boggo Road, Woolloongabba, Albert Street and Roma Street.

Once complete, it will provide trains with a much-needed alternative rail path through the core of the current SEQ Rail network, unlocking a bottleneck and allowing more trains to run more often across the whole of South East Queensland.

The Cross River Rail Delivery Authority is also delivering multiple supporting projects and activities in conjunction with Department of Transport and Main Road. These include accessibility rebuilds for eight surface stations, construction of three new stations on the Gold Coast; upgrades for stabling yards; track works and surface rail enhancements; and the introduction of a new ETCS digital signalling system.

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

OUR VALUES AND 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, learn improve.

ROLE OVERVIEW

The Commercial Manager – Integration is responsible for leading the commercial analysis and resolution of allocated cross-package, interface and integration issues across the Cross River Rail Delivery program, with a particular focus on support for the 'lead integrator' function within the Cross River Rail Delivery Authority

Operating across different contract delivery models, including Public Private Partnership and Alliancing contracts, the role focuses on integration matters where contract interfaces, scope alignment, access, testing or incentive mechanisms create strategic risk or require coordinated commercial positions.

Reporting to the Senior Commercial Manager – Integration, the role works across the business and with external partners to develop, progress and execute agreed commercial resolution pathways for assigned integration issues, including preparation of high-quality commercial advice, documentation and recommendations through established governance processes. The role also supports the commercial aspects of the 'Lead Integrator' scope and function of the UNITY Alliance package which function is focused on the dynamic testing and other activities to reach first passenger service and full integration of the new railway within the broader South-East Queensland transport network.

KEY RESPONSIBILITIES

Program Wide Commercial Strategy and Risk

- Identify, analyse and manage commercial risks arising from contract interfaces, scope nexus points and integration dependencies between delivery packages.
- Lead the development of commercially sound and pragmatic pathways to resolve assigned integration issues, including coordination of multi-party inputs.
- Assess the commercial implications of access, testing, commissioning, incentive and transition strategies where integration or interface risks are present.

Contractual and Transactional Advice and Analysis

- Lead preparation of commercial analysis (including evaluating trade-offs, downstream impacts and timing consequences of commercial positions taken across multiple contracts) options papers and recommendations for assigned integration issues.
- Lead or support commercial negotiations relating to assigned integration issues, consistent with agreed commercial positions and governance requirements.
- Lead the commercial management of the contract and delivery issues associated with the 'Lead Integrator' function of the UNITY Alliance package.
- Provide clear, evidence-based commercial advice to inform senior decision-making and governance considerations.
- Prepare and review integration-related commercial correspondence, notices and documentation to ensure accuracy and consistency across packages.
- Manage cross-package agreements and interface arrangements relevant to assigned integration issues.

Stakeholder Engagement and Coordination

- Act as the primary commercial point of contact for assigned integration issues involving the Lead Integrator and package delivery teams.
- Coordinate contributions from Commercial – Delivery, Legal, Engineering, Program Controls and external advisers to progress issue resolution.
- Build trusted relationships with delivery directors, package teams, legal, program controls and engineering to ensure commercial positions are effective and defensible within the contractual framework and deliver on outcomes required by the business.
- Represent the Delivery Authority in senior level commercial negotiations and forums relating to integration and interface matters.
- Influence outcomes in complex, high pressure environments involving competing priorities and stakeholders.



Governance, Compliance and Assurance

- Provide direction, coaching and quality assurance on commercial outputs prepared by the junior members of the team.
- Ensure compliance with contractual obligations and legislative requirements.
- Promote strong commercial governance frameworks, processes and controls.
- Contribute to continuous improvement initiatives across commercial systems, tools and ways of working.
- To work in accordance with the Delivery Authority policies, procedures and safety requirements and demonstrate alignment with our values and behaviours.

KEY COMPETENCIES

- Proven senior experience in commercial, contracts or legal roles within major infrastructure or complex delivery environments, including exposure to cross-package, interface or integration-related issues.
- Demonstrated capability to take ownership of defined commercial issues, analyse competing considerations, and develop coherent and defensible commercial positions.
- Strong commercial judgement in navigating commercial risk, incentives, claims, contractual disputes and negotiations.
- Highly developed written communication skills, including preparation of clear commercial analysis, advice and briefing material suitable for senior review and governance consideration.
- Proven ability to work credibly with senior technical, legal and delivery stakeholders and to coordinate inputs across disciplines to progress resolution of complex integration issues.
- Strong stakeholder engagement skills across contractors, advisors, executives and government entities using emotional intelligence to foster alignment and trust.
- Relevant tertiary qualification in Law, Engineering, Quantity Surveying, Business, Construction Management or a related discipline, or equivalent experience.