

Commercial Manager - Delivery

POSITION DETAILS

Department / Team: Commercial	Reports to (title): Senior Commercial Manager - Delivery
# Direct Reports: 2	# 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 - Delivery is a commercial leadership role responsible for setting and managing routine contract administration deliverables and protecting the commercial position for an assigned contract within the Cross River Rail program. The role operates across major infrastructure delivery models, including Public Private Partnership (PPP) and Alliancing contracts, and provides strategic commercial advice to the Project Delivery teams to achieve best-for-State results.

Working closely with Project Delivery teams, Directors, contractors and specialist advisers, the Commercial Manager acts as the primary commercial escalation point for the contract and is accountable for the quality, integrity and strategic framing of commercial notice and correspondence, reporting and briefing material. The role also leads and develops a small team of commercial professionals and ensures delivery of outcomes in accordance with strong governance, sound commercial judgement and professional standards in a complex major project environment.

KEY RESPONSIBILITIES

Commercial Strategy and Contract Position

- Development, implementation and management of commercial strategies for the assigned contract, supporting the timely resolution of complex or strategic contractual issues on behalf of the Delivery Authority.
- Provide commercial oversight and assurance for the application of relevant contracting models (Public Private Partnership and Alliancing) for the assigned contract, including the review and assurance of associated commercial, contractual and budget documentation.

Negotiation, Dispute Resolution and Escalation

- Lead contract negotiations and dispute resolutions for the assigned contract where required, to secure best-for-State commercial outcomes in terms of service, performance, innovation, risk and cost.

Risk, Issues, Change and Commercial Governance

- Provide commercial leadership and advice to assigned Project Delivery teams and Directors on risk, issues and change resolution processes, including ensuring commercial, contractual and budget impacts are appropriately governed and assured.
- Be accountable for all commercial reporting and briefing for the assigned contract, including the accuracy, quality and strategic narrative of reports, issue papers and briefings provided to senior management and governance forums.

Commercial Correspondence and Controls

- Own the quality, strategic alignment and commercial integrity of contract correspondence for the assigned contract, including direct involvement in significant matters and review and endorsement of correspondence prepared by the team prior to issue.

Representation and Senior Stakeholder Engagement

- Actively represent the Delivery Authority on commercial matters during meetings with the wider project teams, Advisors and external stakeholders.

People Leadership and Culture

- Lead and mentor a team of contract professionals and advisors in the delivery of their responsibilities including setting and supporting completion of KPIs and development plans.
- Foster a culture based on good governance, commitment to excellence and a high standard of professional ethics ensuring that any interaction with the delivery team operates in an environment based on high transparency, open communication, consultation and trust.
- To work in accordance with the Delivery Authority policies, procedures and safety requirements and demonstrate alignment with our values and behaviours



KEY COMPETENCIES

- Demonstrated senior commercial experience working on major infrastructure or complex capital projects. Exposure to a range of contracting models including PPP, Alliance and D&C highly regarded.
- Demonstrated ability to apply sound commercial judgement and make defensible commercial decisions on complex matters, using legal, commercial and specialist advice to develop, confirm and articulate a commercial position.
- Exceptional written communication skills, including the ability to produce, review and critically edit high-risk contract correspondence, reports and briefing materials, ensuring clarity of position, accuracy, and alignment with strategic and commercial intent.
- Negotiation and strong stakeholder engagement skills across internal and external parties, including the ability to influence, negotiate and maintain effective working relationships under pressure.
- Proven ability to lead and mentor a high performing team who maintain a high standard of contracts governance and compliance.
- Relevant Tertiary education in appropriate field such as Quantity Surveying, Business, Engineering, Law or Construction Management.