

Position details

Title of Position:	Business Development Manager – Connections
Reports to (position title):	Manager Connection
Division:	Corporate Development
Function:	Customer Connections
Number of Direct Reports:	Nil
Grade:	6

Health, Safety & Wellbeing

ElectraNet is committed to a Safety-First culture and a work environment promoting the health, safety and wellbeing of all workers. To sustain this culture, all leaders are required to implement and maintain the areas of ElectraNet's safety management system under their control, where the health, safety and wellbeing of all workers comes first while ensuring full compliance with all legislative and policy requirements.

All employees are required to contribute to the Safety-First culture by exercising their duty of care to themselves and one another, by working safely, by adhering to all reasonable safety and security instructions, by using all equipment provided in accordance with safe and secure work methods and by promptly reporting any unsafe working practices, hazardous working conditions or security threats.

Position Overview

The Business Development Manager – Connections (BDM) has a strong understanding of the market, external drivers, and regulatory requirements and uses this to actively deliver ElectraNet's regulated and contracted (unregulated) business revenue targets and objectives.

They proactively identify, secure and win new contracted business opportunities, including build, own, operate and maintain (BOOM) transmission connection business, telecommunications, consulting, and other business opportunities and supporting existing customer relationships. Advanced stakeholder engagement skills and understanding of customer connections and or business development processes and governance to effectively generate, manage and control successful business outcomes.

Success in this role is characterised by advanced commercial and business acumen, the ability to build influential relationships across broad stakeholder groups, and proactive innovative customer solutions that support business goals and objectives.

Key Responsibilities

OPERATIONAL & TECHNICAL

Capable of working for extended periods under general supervision, you will be accountable in contributing to technical advice and operational support in:

Customer Connection opportunities by:

- Effectively managing revenue opportunities in line with legislative frameworks.
- Developing and managing connection opportunities and build, own, operate and maintain (BOOM) business opportunities and other services (telecommunications, consulting) of increasing scope, risk and complexity in South Australia, aligned with ElectraNet's business plan to provide energy and infrastructure solutions.
- Preparing proposals, bids and transactions for new business opportunities, including the transaction closing life cycle.
- Effectively manage business risk and opportunities in a complex commercial, competitive and regulatory environment.
- Use their strong understanding of market trends, external drivers and regulatory requirements to support decision making and recommendations.
- Manage contractual agreements and negotiations with clients, preparing these in accordance with existing processes/templates.
- Prepare high quality materials for potential customers, such as presentations and offer documentation.
- Drive outcomes that meet the customers' needs, without compromising ElectraNet's position
- Ensure ElectraNet meets its contractual obligations for each customer, monitoring the customers' obligations and proactively seeking guidance/taking action if issues are identified.

Effective engagement with key stakeholders by:

- Developing strategic relationships with external clients that enable you to position opportunities and achieve business outcomes.
- Demonstrating an awareness of the political environment and the impacts this can have on industry/business opportunities, using this to the businesses advantage.
- Delivering robust advice relating to opportunities in the industry, the South Australian Electricity.
- Market or ElectraNet's capability to clients, government representatives, internal and external stakeholders.
- Maintaining highly effective internal relationships that ensure effective collaboration and support towards shared goals.
- Influencing the development of creative solutions and new approaches to customer requirements that support business growth and success.
- Driving resolutions to stakeholder challenges or concerns.
- Proactively identifying commercial impacts and working on mitigation strategies, influencing stakeholders to achieve desired outcomes for the business.
- Effectively pre-empt, negotiate or resolve challenges relating to time/cost/quality/procurement by engaging and collaborating effectively with the right stakeholders.
- Proactively collaborate with stakeholders to shape delivery outcomes and constructively challenging scope, timeframes, deliverables, technical solutions.
- Develop a broad understanding of stakeholder challenges and priorities.
- Collaborate effectively with the broader team to ensure the sharing of knowledge to support business outcomes.

- Contributing to the maintenance of market and industry intelligence through industry and other stakeholder contacts and keep the Customer Connections and Business Development teams informed about development opportunities and industry trends.
- Assisting others in building and maintaining strong relationships with internal and external customers as required.
- Enhancing Corporate Development's brand perception (internally and externally) through positive stakeholder interactions.

Supporting continuous improvement activities by:

- Contributing to the development of improvement initiatives that enable increased efficiency across the team.
- Supporting the achievement of the overall Corporate Development Plan and Growth Strategy by driving opportunities to maximise revenue across programs of work.
- Contributing to the development of key internal documents, such as opportunity strategies, due diligence reports, investment proposals, Executive briefings, and Board papers.
- Ensuring all corporate requirements and business processes such as corporate reporting are completed to meet expected timelines and quality standards.

BEHAVIOURAL

- Build and maintain strong working relationships with and between internal and external stakeholders, delivering a high level of customer service.
- Create and develop a respectful workplace environment that values cultural diversity, innovation, open discussion and cross functional collaboration to help drive high performance.
- Lead by example; role model desired behaviour and priorities, demonstrate personal accountability for self-development and for achieving quality and timely result.
- Carry out the role in a professional and ethical manner and in accordance with ElectraNet's values, Code of Conduct and other policies.

Significant Working Relationships

- All ElectraNet Divisions
- SA Power Networks (SAPN)
- Australian Energy Market Operator (AEMO)
- Other related industry bodies, government bodies and authorities as required to support the roles and opportunities within the Corporate Development division.

Equipment & Technology Used

- MS Office 365 suite of programs
- ElectraNet general access programs (e.g. Grazer, GIS, Ezy 2 view, etc.)

Selection Criteria

KNOWLEDGE, SKILLS & EXPERIENCE:

Essential

- Advanced written and oral communication skills, including demonstrated negotiation, conflict resolution and influencing skills.
- Ability to use tact and discretion in dealing with sensitive and confidential matters.
- Ability to effectively pre-empt, negotiate or resolve challenges relating to time/cost/quality/procurement by engaging and collaborating effectively with the right stakeholders.
- Displays an advanced awareness of risk management processes and effectively identifies, manages and controls risks.
- Demonstrated ability to maintain collaborative and productive relationships across diverse stakeholders.
- Experience in preparing and analysing data and information.
- Demonstrated ability to work as a team member and actively promote office harmony.
- A sound understanding of market trends, external drivers and regulatory requirements and uses these to support decision making, in making recommendations and in proposing initiatives.
- Demonstrates an understanding and aptitude for technical concepts in support of ElectraNet's contracted business service offering.
- Strong commercial acumen and the ability to undertake financial/risk reporting and analysis.
- High level organisational skills and experience reviewing and negotiating contracts and/or legal documentation.
- Demonstrated positive, flexible and adaptable attitude with a willingness to take on a wide range of diverse tasks and adjust to competing and shifting priorities in a changing environment.
- Demonstrable skills in the Microsoft Office Suite (2010), specifically document formatting, report writing and presentations.
- SA Driver's licence.

Desirable

- Minimum 10+ years' experience, in a Customer Connections / Business Development or Industry related role.
- Electricity Industry background an advantage.
- An understanding of legislated rules and codes governing the business and industry (NER, SA Electricity Transmission Code, ESCOSA Licencing Requirements Telecommunications Act etc.).
- Flexible approach to working hours and after-hours commitments .

QUALIFICATIONS:

- Tertiary qualification in relevant Technical, Financial or Commercial field or relevant discipline (essential).

Background Checks

- Pre-employment checks, including background and security checks (such as global criminal checks) are required for this position, completed prior to commencement and repeated on a regular basis after appointment. **NOTE:** Copies of the above listed qualifications/licences/certificates are required as evidence on appointment.