

## JOB DESCRIPTION

Position Title	Energy Business Solutions Manager		
Position Number	39079	Location	Darwin
Designation	Executive Contract Officer 1		
Reports To (Position Title)	General Manager Commercial and Business Development		
<b>Northern Territory Government</b>			
Information for Applicants	Applications must be limited to a one-page summary sheet and an attached detailed resume/cv. For further information for applicants and example applications: <a href="#">click here</a>		
Information about Selected Applicant's Merit	If you accept this position, a summary of your merit (including work history, qualifications, experience, skills, etc.) will be provided to other applicants to enable transparency and understanding of the decision. For further information: <a href="#">click here</a>		
<b>Organisational Context</b>			
<p>Territory Generation is a Government Owned Corporation that was formed in 2014. We produce the majority of the electricity to provide power to the people of the Northern Territory. Our vision is to be the Northern Territory's trusted and respected energy services business.</p> <p>Our actions, words and behaviours are guided by a core set of values that form the foundation of everything we do. Our values are <b>Focus, Integrity, Respect, Safety and Teamwork (FIRST)</b>.</p> <p>We recognise that individually, our employees offer unique value and perspective and we are committed to a workplace that supports people from all backgrounds.</p>			
<b>Leadership Responsibilities</b>			
As part of the leadership team you are accountable for building, communicating and achieving the shared vision for Territory Generation. Key responsibilities:			
Focus	<ul style="list-style-type: none"> <li>Share a clear Vision for the future of the organisation;</li> <li>Place highest priority on organisational goals and anticipate effects of own area plans, actions and decisions on other departments within the organisation;</li> <li>Drive for results – establish high goals for personal and team accomplishments, hold subordinates accountable for delivery of goals and use appropriate measurement methods to monitor progress; and</li> <li>Remain self-disciplined and calm under pressure, target improvement opportunities and develop realistic timelines and action plans to achieve agreed goals.</li> </ul>		
Integrity	<ul style="list-style-type: none"> <li>Living the company values – role model for the organisation's vision and values at all times. Help others understand the organisation's vision and values and their importance;</li> <li>Lead robust governance and ethical business practices, ensuring compliance with laws regulations and governance requirements;</li> <li>Apply the comprehensive use of risk management to identify, assess and implement suitable initiatives to minimise workplace risk; and</li> <li>Deliver on commitments.</li> </ul>		
Respect	<ul style="list-style-type: none"> <li>Actively listen and seek information to understand circumstances, problems, expectations or needs of peers and stakeholders to better improve relationships;</li> <li>Check for understanding, concern or ideas and where practicable collaboratively develop support for change and solutions; and</li> <li>Appropriately recognise contributions, competencies and potential in others. Look for opportunities to reinforce, reward or recognise the importance of accomplishment by individuals and teams in supporting the Values through their actions.</li> </ul>		
Safety	<ul style="list-style-type: none"> <li>Champion a culture of safety and proactively lead safety initiatives across the organisation ensuring safety KPIs are established and achieved;</li> <li>Challenge unsafe behaviours and recognise good safety behaviours; and</li> <li>Monitor safety performance ensuring teams take ownership of site and individual performance.</li> </ul>		
Teamwork	<ul style="list-style-type: none"> <li>Contribute to the effective conduct of the executive management team by modelling the values and directing energy to the achievement of the organisations goals and Vision;</li> <li>Coach and guide others in direct team to accomplish work and team objectives by setting specific performance goals and following up as necessary;</li> <li>Hold regular team feedback discussions and creates an impact to direct efforts towards achievements and results;</li> <li>Contribute to the 'One team' approach by encouraging people to be accountable and take responsibility for actions; and</li> <li>Work closely with executive management and direct reports to achieve collaborative outcomes benefiting Territory Generation.</li> </ul>		

<b>Role Responsibilities</b>
<p>You will be responsible for providing high level professional advice on the development of new energy solutions projects incorporating renewable, enabling and existing technologies aimed at meeting customer requirements and improving sustainable business outcomes for Territory Generation.</p> <ol style="list-style-type: none"> <li>1. Provide high level strategic advice and information to assist with the formulation of the Corporation's long term new energy vision, mission and operating principles and the development of high level strategies to support them.</li> <li>2. Lead the research and analysis of new energy solutions and their application in the NT environment and prepare high level presentations and recommendations on new energy strategies.</li> <li>3. Provide high level expert advice on, and lead the identification, development and implementation of new business opportunities for Territory Generation.</li> <li>4. Lead the formulation of and maintain, continuously develop and refine Territory Generation's long-term Growth Strategy.</li> <li>5. Monitor changes in NTG's policy and program for changes to energy market structure for impacts to business operations and service offerings, coordinate Territory Generations input to market consultations and manage implementation of systems and processes to meet market requirements.</li> <li>6. Identify and monitor the commercial risks and opportunities for Territory Generation that will result from market structure changes, and develop mitigating actions.</li> <li>7. Oversee the development, implementation and ongoing management of new energy assets as they are developed and integrated into the network.</li> <li>8. Lead the development of Territory Generation's long term demand and energy modelling, including management of key inputs and assumptions into the Statement of Corporate Intent.</li> <li>9. Develop and implement energy business policies, procedures and governance and risk management frameworks to improve responsiveness in a changing market environment.</li> <li>10. Provide high level leadership and strategic direction to the Energy Business Solutions team and more broadly within Territory Generation.</li> <li>11. Establish formal partnerships with research and other relevant organisations.</li> <li>12. Develop and implement public communication strategies and plans to inform the public on Territory Generation's new energy initiatives and to inform Territory Generation on client preferences.</li> <li>13. Maintain opportunity register and opportunity reporting to the ELT and Board.</li> <li>14. Carry out duties in accordance with Territory Generation's safety, environmental and quality policies, safety principles, corporate values and strategies.</li> </ol>
<b>Selection Criteria</b>
<p><b>Essential</b></p> <ol style="list-style-type: none"> <li>1. Proven ability to provide high level professional advice on the development of new energy solutions projects and products to deliver strategic business outcomes.</li> <li>2. Ability to develop and successfully implement high level new energy solutions policies, plans, strategies and programs.</li> <li>3. High level ability to interpret and manage the social, political and organisational environment to achieve new energy outcomes and influence and implement change.</li> <li>4. Demonstrated strategic, conceptual, analytical and collaborative skills including the ability to solve complex problems and work within a multi-disciplinary team.</li> <li>5. High level research and commercial analytical capability.</li> <li>6. Sound knowledge of renewable energy, energy markets (incl. regulation) and related technologies.</li> <li>7. High level program and project management skills together with the ability to manage major projects and multi-faceted tasks involving other agencies.</li> <li>8. Ability to develop and retain strong professional working relationships and effectively negotiate with other colleagues within Territory Generation, external stakeholders, the community and industry representatives.</li> <li>9. Ability to carry out duties in accordance with Territory Generation's safety, environmental and quality policies and corporate values and strategies.</li> </ol>
<p><b>Desirable</b></p> <ol style="list-style-type: none"> <li>1. Relevant qualifications in engineering, applied finance, business, economics or similar.</li> <li>2. Experience in the operation of a major electricity or energy market including the development of trading operations.</li> </ol>

<b>Direct Reports</b>			
Principal Analyst Commercial Energy Business Development Coordinator (x2)			
<b>Key Internal Relationships</b>			
Principal Engineers Strategic Project Delivery team Operations Managers Procurement and Finance teams			
<b>Key External Relationships</b>			
Power and Water Corporation Government Departments Retail and large energy customers Technology and solution providers Consultants			
<b>No. of Employees Reporting (approx.)</b>	<b>Direct: 3</b>		<b>Indirect: 10</b>
<b>REVIEW / AUTHORISATION</b>			
<b>HR Review:</b>		<b>Date</b>	
<b>Chief Executive Officer:</b>		<b>Date</b>	
<b>Pre-Employment medicals are a requirement for all Territory Generation positions.</b>			
For further information, please contact: Rebecca McKenzie on 0417 853 442 or <a href="mailto:rebecca.mckenzie@territorygeneration.com.au">rebecca.mckenzie@territorygeneration.com.au</a>			
APPLY ONLINE: <a href="https://jobs.nt.gov.au/Home/JobDetails?rtfId=293513">https://jobs.nt.gov.au/Home/JobDetails?rtfId=293513</a>			