

Position Title	Commercial Finance Manager		
Position Number	26913	Location	Darwin
Designation	TGEN Band 4 Senior Manager Admin		
Reports To (Position Title)	Manager Finance		
Northern Territory Government			
Information for Applicants	Applications must be limited to a one-page summary sheet and an attached resume/cv. For further information for applicants and example applications see: Click Here		
Special Measures	Territory Generation values diversity in the workplace that represents the community. Therefore, under an approved Special Measures Plan, eligible Aboriginal and Torres Strait Islander (Aboriginal) applicants will be granted priority consideration for selection. For more information on Special Measures, go to the OCPE website .		
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 see: Click Here		
Organisational Context			
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. Our actions, words and behaviours are guided by a core set of values that form the foundation of everything we do. Our values are Focus, Integrity, Respect, Safety and Teamwork (FIRST) . We recognise that individually, our employees offer unique value and perspective and we are committed to a workplace that supports people from all backgrounds.			
People Leader Responsibilities			
As a leader of people you are accountable for coaching, developing and leading your people to achieve agreed objectives which contribute to the shared vision for Territory Generation. You actively demonstrate the organisation's values and hold your team accountable for their performance and behaviour. Key responsibilities include:			
Focus	<ul style="list-style-type: none"> • Demonstrates a sound awareness of the Vision and objectives of the Corporation. • Place highest priority on organisational goals and anticipate effects of own area plans, actions and objectives on other departments. • Drive for results – ensure team goals and objectives link back to the organisational objectives and adjust with the needs of the business. • Establish and monitor performance objectives for self and subordinates which support the organisational goals. • Provide timely appropriate feedback on performance. Reinforce efforts and progress and ensure ineffective performance or behaviour is effectively managed. • Remain self-disciplined and calm under pressure, develop realistic timelines and action plans to achieve agreed goals; 		
Integrity	<ul style="list-style-type: none"> • Demonstrate the organisation's values. Help subordinates understand the organisation's vision and values and their importance; • Conduct business in line with the values and high ethical standards – considers values in all business interactions; • Ensures compliance with legal, governance and policy requirements; • Deliver on commitments – where commitments cannot be delivered on, communicates openly and honestly and sets new timelines for delivery. 		
Respect	<ul style="list-style-type: none"> • Actively listen and seek information to understand circumstances, problems, expectations or needs of team mates and subordinates to improve working relationships; • Actively support organisational goals and change initiatives – identify subordinate concerns and address in a timely manner; • Look for opportunities to reinforce and recognise the importance of accomplishment by individuals and teams in supporting the Values through their actions. 		
Safety	<ul style="list-style-type: none"> • Actively promote safe work behaviours to reinforce a positive safety culture • Ensure safety KPIs are established and achieved in own area; • Challenge unsafe behaviours and recognise good safety behaviours; • Monitor safety performance ensuring team takes ownership of their safety performance. 		
Teamwork	<ul style="list-style-type: none"> • Build positive working relationships within own team and other areas to help achieve team/department goals; • Coach and guide direct team to accomplish work and team objectives by setting specific performance goals and following up as necessary; • Encourages subordinates to be accountable and take responsibility for actions. • Take an active interest in the goals and progress of other departments/areas/teams. • Focus on personal growth and establish development plans to address gaps and which will help the achievement of performance goals. 		

Role Responsibilities

The Commercial Finance Manager is a pivotal role within the Finance Team that contributes to TGen's financial health and strategic growth. This position provides expert economic analysis and advice regarding input costs, sales price, and product demand. It also oversees the financial analysis and viability of capital works and new business opportunities for the Corporation.

Role responsibilities are:

1. Provide expert economic analysis and advice regarding input costs, sales price, product demand and general economic conditions and prepare recommended strategic responses.
2. Perform complex market analysis and manage the revenue and energy modelling for budgets, reporting and forecasts.
3. Manage the annual delivery of the Corporation's Statement of Corporate Intent.
4. Perform revenue and pricing calculations, including electricity, essential system services, Renewable Energy Certificates, and oversee billing processes, reconciliations, and accruals.
5. Manage revenue and energy analysis, including price and volume analysis, and reporting to management and the Board.
6. Lead complex research and analysis the commercial viability of capital works, new business development proposals and proposals for private sector involvement in provision of the Corporation's services.
7. Oversee the accounts payable, accounts receivable and employee travel processes ensuring full compliance with relevant Territory Generation Policies and Procedures.
8. Provide effective leadership, mentoring and management of a team to conduct commercial, economic, risk, and process analysis and develop recommendations for investment decisions.

Selection Criteria
Essential

1. Demonstrated skills and experience as an economist, commercial analyst or similar with working knowledge of commercial business analysis techniques including pricing, investment analysis, statistical trends and forecasting, financial modelling, cost, and management accounting as they relate to Government owned businesses.
2. Expert knowledge of economics, utility pricing principles, tariff structures and levels of charges and the key factors impacting product and service demand.
3. Demonstrated presentation, written, verbal and interpersonal communication skills, with the ability to interact effectively and engage with people of diverse cultures.
4. Sound strategic, conceptual, analytical, and creative skills, including an ability to understand the political, social and organisational environment and to identify relevant issues to make sound judgements about appropriate strategies.
5. Ability and experience in supervisory management of the accounts receivable, payable and travel functions.
6. Superior people skills, with proven experience in effectively mobilising and managing successful teams to ensure high quality outcomes are met within specified time frames in an environment of change and continuous improvement.
7. Well-developed computer skills including the use of word processing and spreadsheet software packages, project management tools and relevant mainframe applications.
8. Ability to carry out duties in accordance with Territory Generation's safety, environmental and quality policies and corporate values and strategies.

Desirable

1. Degree in Economics, Finance, Accounting or similar highly desirable.
2. Post-Graduate qualifications in Economic Analysis, Finance, Accounting or similar desirable.

Direct Reports

- Business Analyst
- Accounts Payable Supervisor

No. of Employees Reporting (approx)

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REVIEW / AUTHORISATION
HR Review:
Date
Manager Finance:
Date
CFO:
Date
Pre-Employment medicals are a requirement for all Territory Generation positions
Apply online: <https://jobs.nt.gov.au/Home/JobDetails?rtfld=309746>
Closing Date: 05/01/2025