

Position Title		General Manager Commercial and Business Development	
Position Number	36483	Location	Darwin
Designation	Executive Contract Officer 3		
Reports To (Position Title)	Chief Executive Officer		
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:		
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: http://www.nt.gov.au/ocpe		
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.			
Leadership Responsibilities			
As part of the leadership team you are accountable for building, communicating and achieving the shared vision for Territory Generation. Key responsibilities:			
Focus	• Share a clear Vision for the future of the organisation; • Place highest priority on organisational goals and anticipate effects of own area plans, actions and decisions on other departments within the organisation; • 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 • Remain self-disciplined and calm under pressure, target improvement opportunities and develop realistic timelines and action plans to achieve agreed goals.		
Integrity	• 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; • Lead robust governance and ethical business practices, ensuring compliance with laws regulations and governance requirements; • Apply the comprehensive use of risk management to identify, assess and implement suitable initiatives to minimise workplace risk; and • Deliver on commitments.		
Respect	• Actively listen and seek information to understand circumstances, problems, expectations or needs of peers and stakeholders to better improve relationships; • Check for understanding, concern or ideas and where practicable collaboratively develop support for change and solutions; and • 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.		
Safety	• Champion a culture of safety and proactively lead safety initiatives across the organisation ensuring safety KPIs are established and achieved; • Challenge unsafe behaviours and recognise good safety behaviours; and • Monitor safety performance ensuring teams take ownership of site and individual performance.		
Teamwork	• 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; • Coach and guide others in direct team to accomplish work and team objectives by setting specific performance goals and following up as necessary; • Hold regular team feedback discussions and creates an impact to direct efforts towards achievements and results; • Contribute to the 'One team' approach by encouraging people to be accountable and take responsibility for actions; and • Work closely with executive management and direct reports to achieve collaborative outcomes benefiting Territory Generation.		

Role Responsibilities

You will provide executive level vision and strategic advice and management on Commercial, Strategy, Business Improvement, Growth, New Business Development and Gas strategies and issues, with a focus on development of major strategic projects and value opportunities, market reform and energy supplies.

Your accountabilities include:

- 1) Provide executive level strategic advice to the Minister, Board and Chief Executive and develop and implement corporate policy and strategies relating to the Commercial, Project Development, Market Reform, Strategy, Business Improvement, Growth, New Business Development and Gas issues across the Corporation.
- 2) Manage the development and delivery of commercial initiatives aimed at improving business outcomes and performance of the Corporation.
- 3) Lead the development of complex major projects from initiation to achieving final investment decision on the delivery of technologies required to efficiently and reliably provide critical energy and essential system services to our customers.
- 4) Lead the Corporation's gas and energy management portfolio, including key contracts for supply and strategic sales of gas.
- 5) Provide executive level leadership to the Commercial and Business Development Division across the NT and be accountable for its performance through efficient and effective management of human, financial and physical resources within a multi-disciplinary, complex and diverse organisational environment.
- 6) Develop and implement Strategic and Business Plans that support Corporation and Divisional objectives across the Northern Territory.
- 7) Maintain and enhance relationships with key stakeholders to project a positive image of Territory Generation internally and externally.
- 8) Actively model Territory Generation's Values and behave in a manner that is consistent with the Code of Conduct in order to drive a constructive culture.
- 9) Carry out duties in accordance with Territory Generation's safety, environmental and quality policies, safety principles, corporate values and strategies.

Selection Criteria

Essential

- 1) Tertiary qualification(s) in a relevant discipline (Engineering, Economics, Business Management) combined with relevant senior executive experience, or an equivalent combination of substantial relevant senior executive experience and education or training.
- 2) Demonstrated ability to provide executive level strategic advice to the Minister, Board and Chief Executive and develop and implement corporate policy and strategies relating to the Commercial, Project Development, Market Reform, Strategy, Business Improvement, Growth, New Business Development and Gas issues across the Corporation.
- 3) High level ability to think strategically to identify business opportunities and appreciate competing interests.
- 4) High level understanding of national and international trends in Commercial, Strategy, Business Improvement, Project Development, Market Reform, Growth, New Business Development and Gas issues as they as they impact on the business operations of Territory Generation.
- 5) Proven executive leadership skills with the ability to obtain wide support and commitment from a diverse range of staff to the achievement of both the Corporation's corporate goals and the Division's stated outcomes.
- 6) Proven ability to successfully manage strategic change and the ability to effectively negotiate with a range of stakeholders for cooperative outcomes.
- 7) High level strategic, conceptual, analytical and collaborative skills including the ability and confidence to interpret, manage and influence the commercial, political, and organisational environment.
- 8) Superior interpersonal and written skills particularly in communication, collaboration, negotiation, and conflict resolution in order to balance competing demands and influence outcomes.
- 9) Ability to carry out duties in accordance with Territory Generation's safety, environmental and quality policy, safety principles, corporate values and strategies.

Desirable

- 1) Understanding of the business and regulatory environment in which a Government Owned Corporation operates.
- 2) Understanding of commercial organisations and a high performance culture.

Direct Reports

- Manager Energy Business Solutions
- Manager Wholesale, Retail and Regulation
- Manager Commercial Gas
- Administrative Assistant

Key Internal Relationships

- Chief Executive Officer
- Deputy CEO, Assets & Engineering
- Chief Financial Officer
- General Manager, Operations and Maintenance
- General Manager, People and Safety
- General Counsel and Company Secretary
- Board
- Major Project Delivery Group
- Employees

Key External Relationships

- Minister
- Ministerial Advisors
- NT Department of Treasury and Finance
- NT Department of Mining and Energy
- Customers
- Financiers
- NT Market Operator
- Fuel Suppliers
- Australian Energy Regulator
- National Industry Forums
- Power and Water Corporation
- Jacana Energy
- Utilities Commission

No. of Employees Reporting

Direct: 4

Indirect: 14-22

FURTHER INFORMATION

The preferred candidate is required to undertake a pre-employment medical and employment is conditional on the outcome.

Approved

Chief Executive Officer

Closing date: 21/09/2026

Apply online: <https://jobs.nt.gov.au/Home/JobDetails?rtfId=356096>