

Position description

Position title	Commercial Evaluation Manager
Position number	200580
Classification level	F
Group	Telecommunications
Reports to	Senior Product Manager
Location	1010 La Trobe Street Docklands Victoria
Date	March 2025
Tenure	Permanent full-time

Our organisation

VicTrack is custodial owner of Victoria's rail transport land, assets and infrastructure. We work to protect and grow the value of the portfolio, to support a thriving transport system and make travel and living better for all Victorians. With much of our asset portfolio dedicated to rail transport – our land, infrastructure, trams, trains and telecommunication networks – our focus is on strategic asset management and supporting the delivery of better transport solutions.

Whether we're planning and managing the use of transport land, upgrading the telecommunication network or partnering on major infrastructure projects, our job is to ensure the state's assets continue to serve Victoria now and well into the future.

Our core functions include:

- delivering telecommunications infrastructure and services that form the backbone of the transport network from signalling, driver communications, public information displays and myki ticketing
- managing land set aside for transport purposes, including the development and sale of land no longer required for transport to optimise its use
- generating income through land sales and commercial leases that is reinvested into the state's transport system
- providing project management, engineering and construction services to deliver a range of government transport projects from Victoria's Big Build to station and car park upgrades
- managing transport facilities and assets, including the open access Dynon Rail Freight Terminal, heritage buildings and environmental preservation.

VicTrack is the custodial owner of most of Victoria's tourist and heritage assets and performs the role of Tourist and Heritage Registrar.

Our business groups

Our business is made up of two specialist delivery groups – Property and Telecommunications – supported by Corporate Services, Strategy & Transformation and the Office of the Chief Executive.

Our vision

As a part of the transport portfolio, we share a common vision as defined in the *Transport Integration Act 2010*:

“To meet the aspirations of Victorians for an integrated and sustainable transport system that contributes to an inclusive, prosperous and environmentally responsible state”.

In realising this vision, we are working towards a transport system that promotes:

- social and economic inclusion
- economic prosperity
- environmental sustainability
- integration of transport and land use
- efficiency, coordination and reliability
- safety, health and wellbeing.

Our mission

To protect and grow our rail transport assets and drive reinvestment to service Victorians now and into the future.

Our values

- Professional – We make decisions with integrity and respect. By behaving professionally and ethically we win the trust of our colleagues, stakeholders and customers.
- Collaborate – We collaborate to get things done efficiently and effectively. We have greater opportunity through leveraging our collective knowledge, building stronger bonds and respecting each other.
- Achieve – We perform our roles with integrity and skill. We hold ourselves accountable for delivering what is needed and own both our successes and mistakes.
- Innovate – We embrace all new ideas that bring about change that adds value. We become more efficient, effective and competitive.

Dimensions

Reporting relationships

The Commercial Evaluation Manager reports directly to the Senior Product Manager, Telecommunications.

Budget

N/A

Purpose of the position

The Commercial Evaluation Manager is responsible for financial performance management, commercial management, margin management, stakeholder management and policies and procedures.

This position will see the individual operating and executing at a high level as well as completing a deep dive into identified issues. The position will require influencing skills and margin improvement focus and the ability to instil commercial guidance and knowledge within the greater Telecommunications team.

Key accountabilities/functions

- Provide analysis of the business performance including the profitability, revenue, pricing and cost of goods sold including the review of product profitability to improve profitability for the Telecommunications Group. This involves performing customised pricing including managed services revenue models for unique deals where non-standard pricing are applicable.
- Perform expert commercial evaluation and return on investment for business opportunities using discounted cashflow methodology and applying generally accepted accounting principles to arrive at the EBIT (earnings before interest tax) position.
- Create the new Telco Cost Model which aligns to Telflow. This includes providing assistance to the Presales team with inputs into the Telco Cost Model (TCM), provide training on various accounting issues and application of TCM to staff members in Telecommunications.
- Provide expert advice and inputs into business cases and investment overviews (IO).
- Manage the capital funding sourcing process with the Investment Governance Committee (IGC) for all of Telecommunications by being the prime liaison between Telecommunications and Corporate Finance.
- Provide support to the:
 - Senior Contracts Manager to drive efficiencies to ensure contracts remain financially viable and delivered on budget.
 - Senior Product Manager and the Manager Architecture to rationalise products and to ensure a consistent approach to product offering while ensuring competitive pricing.
 - Sales teams by conducting analysis of commercial opportunities.
- Conduct competitive benchmarking and pricing analysis. This includes identifying market trends, analysing customer/revenue impacts to provide requisite recommendations to management for decision making and strategy development.
- Identify and provide solutions to commercial issues and mitigating risks to the business and perform market research and competitive analysis to ensure price competitiveness.
- Prepare reports for Customer Access Network projects and review and sign off on Telflow and TAP for deals.
- Develop commercial strategy plans in conjunction with the Executive General Manager and Group Managers in Telecommunications to encourage business growth.

Customer focus

VicTrack staff practise customer focus by recognising the importance of valuing customers (internal and external) and ensuring that all activities are oriented towards meeting customer needs. We listen to customers about their expectations and focus on delivering solutions that address their needs. Customer focus also includes proactively seeking and acting on feedback to enhance the customer experience.

Safety and environmental responsibilities

Ensure safety and environmental instructions are adhered to and report any inappropriate practices and incidents. Comply with the *Occupational Health and Safety Act*, as it applies to self, tenants and customers, and environmental legislation in regard to preserving the environment.

Rail safety

All staff who may be required to come into contact with rail activity, including design work and the management of other staff, must:

- be responsible for their actions where those actions can in any way affect or compromise railway safety
- be aware of the railway safety requirements associated with their duties and responsibilities
- take whatever action is possible to prevent unsafe conditions and/or incidents
- report any railway safety problems/hazards to the Group Manager Safety
- safely access the rail corridor.

Individual attributes

Qualifications

- Tertiary qualifications in Accounting or Commerce (mandatory)
- Qualified member of CPA/CIMA/CA or similar and/or a postgraduate degree in Applied Finance or similar (desirable)

Knowledge and experience

- Proven experience in a commercial or financial role in a rail or telecommunications environment
- A minimum of 10 years' experience in product costing, budgeting, forecasting as well as management reporting
- Contract management exposure in a medium sized organisation or other high technology environments (desirable)
- Experience in the preparation and presentation of business cases and proposals to support key commercial initiatives

Skills

- Advanced Excel skills
- Ability to identify issues and areas for improvement through expert analysis
- Experience with product profitability analysis
- Ability to perform commercial modelling and scenario analysis
- Conceptual understanding of contract law and pricing
- Strong commercial acumen and is able to demonstrate experience in balancing contract risk and return, optimising financial outcomes
- Ability to engage and manage commercial business relationships and partnerships at senior levels
- Intermediate to advanced computer software skills, including Excel and other accounting packages
- Ability to interpret and analyse complex financial and contractual information to easily present and explain concepts in simple business language and to convey to all levels of management
- Excellent time management and the ability to work under pressure
- Demonstrated experience in monitoring costs and recommending methods to achieve effective cost savings for both products and across the business
- Ability to be resourceful and apply initiative with good problem-solving skills and analytical ability
- Excellent influencing skills as well as an inquisitive nature and the courage to challenge the status quo
- Excellent knowledge of accounting standards and principles and the application thereof.

Interpersonal and other features

Internal relationships

- All VicTrack employees
- Telecommunications Group business units
- Other business units within VicTrack

External relationships

- Suppliers
- Customers