



Commercial Manager

Position Description

Location:	10 Chelmer Street, Oamaru
Reports to:	Chief Financial Officer
Direct Reports:	Nil
Who We Are:	<p>Based in the vibrant coastal town of Oamaru, Network Waitaki is an electricity distribution and energy services business that powers our local economy.</p> <p>Our core business is bringing electricity from the national grid to over 13,000 connected customers in North Otago and parts of South Canterbury, providing innovative energy solutions to our customers.</p> <p>We also have a growing Contracting business which provides electricity distribution network construction and maintenance services across the Waitaki district and the rest of New Zealand.</p>
Purpose of Position:	<p>The Commercial Manager will be instrumental in driving Network Waitaki's commercial growth by analysing business performance, developing pricing strategies for commercial contracts, and optimising procurement approaches to enhance profitability and financial performance.</p>

Key Responsibilities:

Commercial Strategy and Financial Performance

- Work with business managers to develop and implement commercial strategies to drive revenue growth and operational efficiency.
 - Constructively challenge business operating model, processes and management decisions to bring about service and performance improvements.
 - Work with business managers to support commercial contract negotiations ensuring appropriate terms and risk mitigation.
 - Ensure all commercial contracts and agreements align with business objectives and legal requirements.
 - Analyse market trends, business risks, and financial performance to inform decision-making.
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Procurement and Supplier Management

- Establishment of an effective fit for purpose procurement policy which meets Network Waitaki's needs as both a Network owner and Contracting provider.
- Working with Contracting and Network to maintain optimal stock levels in terms of strategic spares and fault response balanced with 'just in time' principles to ensure effective use of working capital.
- Ensure cost-effective procurement and supplier management. Lead required change management across the organisation.
- Support network managers to negotiate procurement agreements for major equipment items.

Pricing and Revenue Management

- Lead role in advising around pricing for commercial contracts.
- Work with business managers to monitor and manage contracts to deliver targeted results.
- Taking a lead role in solving commercial issues that may arise.
- Collaborate with regulatory team to review and manage the network pricing arrangements for our top 10 and other strategic electricity customers.
- Collaborate with regulatory and network teams to develop capital contribution policies that support infrastructure investment.
- Work with the network team to address the commercial or contractual matters relating to any Distributed Generation connections.

Risk Management.

- Participate in the identification, assessment and management of key business risks.
- Negotiate the annual insurance renewal to achieve cost effective cover in line with accepted risk levels.
- Ensure appropriate insurance cover and contractual terms are in place in relation to all commercial agreements.
- Ensure all commercial contracts adhere to legislative requirements.

Stakeholder and Relationship Management

- Maintain strong relationships with internal and external stakeholders, including industry groups, legal advisers, insurance brokers and key business partners.
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Health and Safety

- Take responsibility for own health and safety and support the team to safe work outcomes.
- Ensure own actions keep self and others safe including following all required safety procedures and rules.
- Identify, report and assist to eliminate hazards in own workplace.
- Participate in local workplace safety management practices.

Experience:

Essential:

- Significant experience in commercial management, pricing and contractual roles.
- Experience overseeing procurement activities and effective supplier/stakeholder management.
- Strong leadership experience with a focus on strategic and financial decision-making.
- Proven ability to negotiate and manage complex commercial agreements.
- Experience in risk assessment and regulatory compliance.

Desirable:

- Experience in the electricity distribution or energy sector.
- Knowledge of regulatory frameworks affecting energy pricing and compliance.

Key Competencies and Skills

- Strong financial and commercial acumen with an ability to assess risks and opportunities.
 - Excellent communication and relationship management skills.
 - Analytical and problem-solving abilities to drive data-informed decision-making.
 - Ability to work collaboratively across departments and lead teams effectively.
 - Strong organisational and time management skills.
 - Ability to anticipate challenges and develop proactive solutions.
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Our Values	
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Relationships

Most Frequent Contacts	Nature or Purpose of Contact
CFO	Leadership and direction
SLT and Management Team	Collaboration and mutual support
SLT and Management Team	Collaboration, prioritisation, scheduling, monitoring, reporting
Network Waitaki staff	Service delivery, communication, and engagement
Contractors	Communication and engagement
External stakeholders	Communication and engagement