



## **APPLICANT INFORMATION PACK**

### **Senior Director Strategy & Innovation**

## Overview

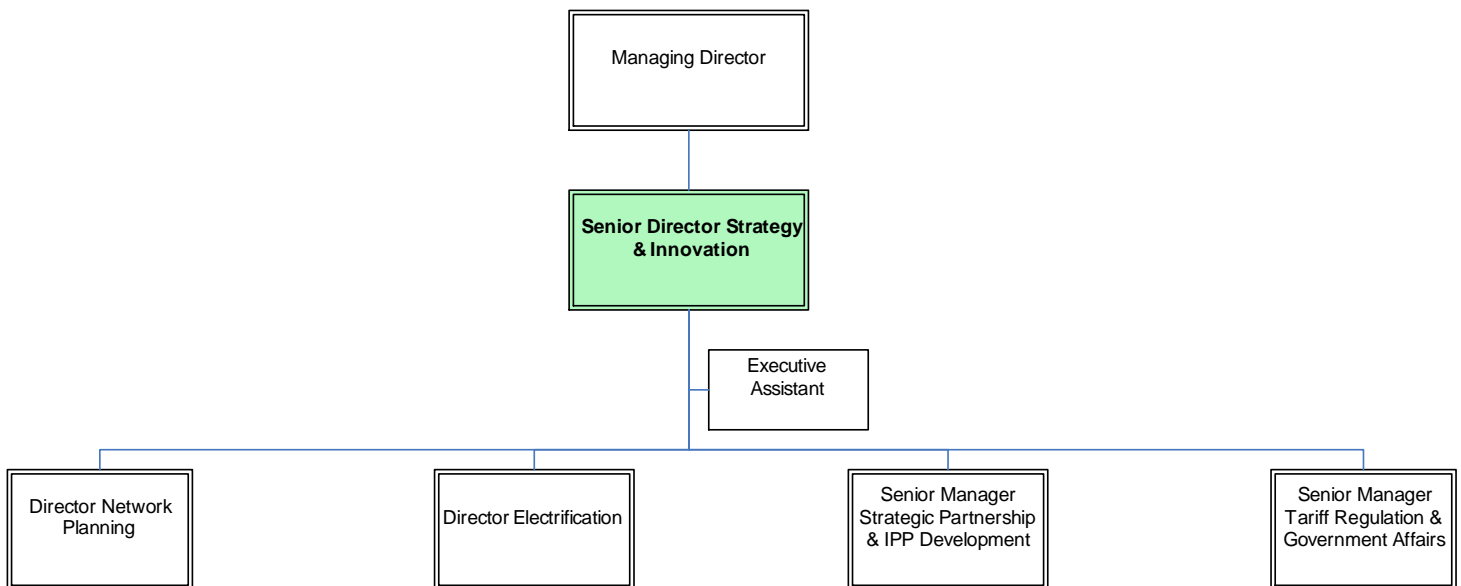
### The Role

Reporting to the Managing Director, this position is responsible to assume overall responsibilities of managing PNG Power's strategy and innovation tactics designed to maximize its efforts in providing a reliable, affordable and user-friendly electricity service nationwide including;

- Managing Strategic Partners and IPP Development, Rural Electrification, Off Grid Development, Regulatory and Government Affairs, and Innovation, Research and Development,
- Providing leadership, management and support to the Strategy & Innovation Division to strategically and innovatively design and conceptualize profitable safe businesses and ways of working that supports PNG Power's aim of providing a reliable, affordable and user-friendly electricity service throughout the nation.

### Reporting Relationships

This role reports to the Managing Director. The team structure is depicted below.



### Key Responsibilities and Accountabilities

The following table highlights this position's key responsibilities and accountabilities. It is not an exhaustive list however, and the position holder can expect to be engaged in other activities where they can add value to PPL and for which they are competent.

You are <u>responsible</u> for the following activities	You are <u>accountable</u> for how well the following deliverables are achieved
Strategic Business Planning	Shareholder needs are translated into business strategies and objectives
Strategic Infrastructure Management Planning	Strategies are developed for ensuring the availability of infrastructure capability needed to achieve PPL's business strategies and objectives
Marketing Planning	Strategies and tactics are designed for profitably meeting the needs of PPL's market
Business Development	Business opportunities within targeted market segments assessed, customer needs understood and commercially sound business ventures identified and selected
Sustainable Development	Alternative sustainable energy sources explored and developed
Strategic Relationship Management	Higher level business relations with important stakeholders established and maintained
Regulatory Contract Management/Tariff Management	Conditions/requirements set by ICCC as the regulator understood. Deadlines set are met. Ongoing PPL compliance to regulations in order and implemented. Electricity tariffs for certain periods determined in liaison with ICCC
Team Management	The Strategy and IPP Development Team's resources are commensurate with the needs of the business and comply with both company and legislative requirements
	Members of the Strategy and IPP Development Team know and understand the strategic direction of PPL and their respective roles and responsibilities, including acceptable behaviours and standards of performance expected of them.
	The Strategy and IPP Development Team is recognised as making a significant contribution to PPL.
Relationship Management	Positive and constructive relationships are established and maintained with fellow members of the PPL Team.



You are <u>responsible</u> for the following activities	You are <u>accountable</u> for how well the following deliverables are achieved
	Members of the wider PPL Team and relevant functional Divisions are appropriately involved in and kept informed of the Strategy and IPP Development Team's activities and matters affecting their areas of responsibility.
	Strategic level relationships are established and maintained with the Strategy and IPP Development Team's key service providers and customers.

### Selection Criteria

1. A University qualification in Engineering or post graduate qualifications in Business, Management or related field.
2. Demonstrate a successful track record in an executive management position.
3. Sufficient experience and be able to demonstrate success in organisation turnaround in terms of strategic and project planning/implementation, research & development, and maintaining strategic and mutual relationships with current and prospective IPPs and other key stakeholders
4. Introducing a market driven philosophy to an engineering focused organisation
5. Balancing demands for commercial returns within a competitive environment and the requirement to meet social (non-profit) obligations
6. Strong technical or asset management skills, people management skills and be able to demonstrate success in organization transformation, have strong business acumen and be recognized as an inspirational leader.
7. You will need to be a person that is; Driven to create change with proven capabilities, Forward thinking, strategic and disciplined, Inspiring, caring and works well with others for superior results, Takes personal accountability and Customer centric.

### Remuneration

An attractive remuneration package is on offer, and salary will be commensurate with experience and qualifications.

### How to apply?

Please review the following *essential* requirements for application to this role.

### What to submit with your application?



A. Response to the Selection Criteria. Please provide details of your prior skills and experience in accordance with each of the Selection Criteria detailed below. Your response should be no more than a total of three pages, with 2-3 paragraphs for each Selection Criteria.

- 1. A University qualification in Engineering or post graduate qualifications in Business, Management or related field.*
- 2. Demonstrate a successful track record in an executive management position.*
- 3. Sufficient experience and be able to demonstrate success in organisation turnaround in terms of strategic and project planning/implementation, research & development, and maintaining strategic and mutual relationships with current and prospective IPPs and other key stakeholders*
- 4. Introducing a market driven philosophy to an engineering focused organisation*
- 5. Balancing demands for commercial returns within a competitive environment and the requirement to meet social (non-profit) obligations*
- 6. Strong technical or asset management skills, people management skills and be able to demonstrate success in organization transformation, have strong business acumen and be recognized as an inspirational leader.*
- 7. You will need to be a person that is; Driven to create change with proven capabilities, Forward thinking, strategic and disciplined, Inspiring, caring and works well with others for superior results, Takes personal accountability and Customer centric.*

[NOTE: The above selection criteria **must** be specifically addressed in order to be considered for the position. Applications not addressing this selection criterion may not be considered for the role.]

B. Curriculum Vitae. Please provide a copy of your curriculum vitae, including details of your work experience and qualifications.

C. Referees. Please provide the names and contact details of three referees who can provide a reference on recent and past work experience. Details should include current phone numbers and email addresses.

### **When to submit?**

Applications must be received by **COB Tuesday 25<sup>th</sup> September, 2018**.  
Late applications may not be considered.

### **How to submit?**

Senior Director Strategy & Innovation



The preferred method of submission is by email to [recruitment@pngpower.com.pg](mailto:recruitment@pngpower.com.pg) clearly indicating the subject as **"LEAD-VAC"**

You may also submit your application through mail or hand delivered to the following addresses:

**Postal Address:** The Recruitment Officer  
PNG Power Ltd  
P O Box 1105, BOROKO, NCD

**Hand Delivered:** PNG Power Head Office, Cnr Wards Road, Hohola, NCD