



## **APPLICANT INFORMATION PACK**

**Senior Manager Strategic Partnerships & IPP  
Development**



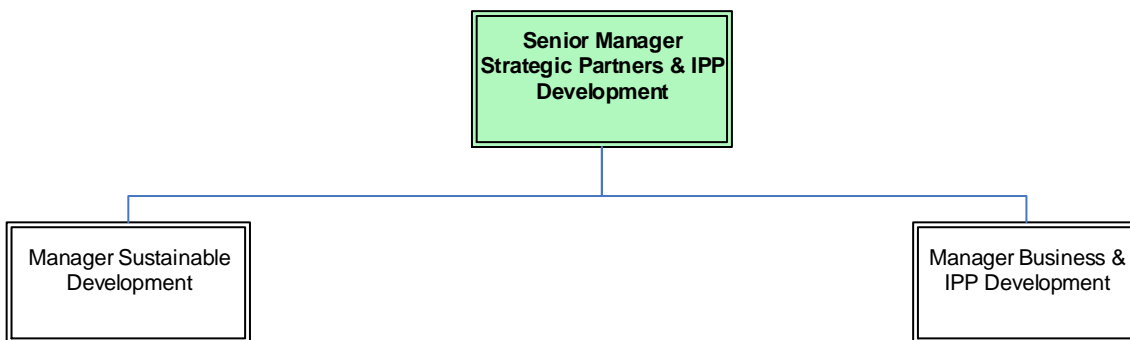
## Overview

### The Role

Reporting to the Senior Director Strategy & Innovation, this position is required to ensure effective business strategies are developed and implemented for ensuring PNG Power's shareholder requirements are met and to establish and maintain a knowledge and understanding of the market PPL operates in and using this to design and implement products and services that profitably satisfy needs identified

### Reporting Relationships

This role reports to the Senior Director Strategy & Innovation. 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 valued 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
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
IPP Development	IPP Development strategies translated into business strategies and objective
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.
	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**

The below selection criteria will be used to evaluate applications for the role. It is essential you meet and address this criterion as part of your application if you are intending to apply.

- A University qualification in Economics, Business Management or related field including, business strategy, marketing, law, finance, and risk.
- Demonstrate a successful track record in a senior management position within the power industry.
- Significant business planning experience and be able to demonstrate success in developing and implementing organization wide strategic plans covering business, financial, risk, economic, information systems, marketing and human resources
- Strong people management skills and be able to demonstrate success in organization transformation, have strong business acumen and be recognized as an inspirational leader.
- 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 Economics, Business Management or related field including, business strategy, marketing, law, finance, and risk.*
- 2. Demonstrate a successful track record in a senior management position within the power industry.*
- 3. Significant business planning experience and be able to demonstrate success in developing and implementing organization wide strategic plans covering business, financial, risk, economic, information systems, marketing and human resources*
- 4. Strong people management skills and be able to demonstrate success in organization transformation, have strong business acumen and be recognized as an inspirational leader.*



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

#### **How to submit?**

The preferred method of submission is by email to **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