



APPLICANT INFORMATION PACK

Team Leader Product & Channel Development



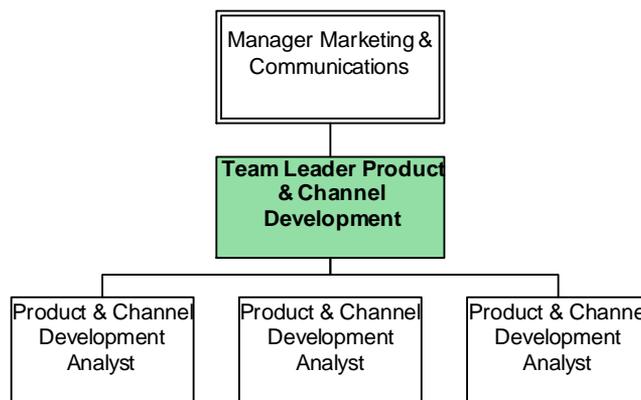
Overview

The Role

Reporting to the Manager Marketing and Communication, this role is responsible product and channel development, executing product portfolio reviews, pricing, risk management and channel planning whilst creating partnership agreements and taking responsibilities for PNG Power's easypay product and services marketing optimising return on investment and monitor the product portfolio performance with target channel partners based on geography and market

Reporting Relationships

This role reports to the Manager Marketing and Communication. 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
Product Management	Internal/external customers of PPL product is kept informed of its development, package, sale and usage or consumption. Perform easipay product analysis to assess need for requested changes and the potential impact of these.
Product Marketing Operational Deployment	Development and management of the dynamic presentation and delivery of products and product bundles through physical and digital channel – compelling and differentiated point of sales – ‘easy to buy’, ‘easy to sell’.
Product Portfolio Review Execution	Implement outcomes of the continuous product portfolio review and development through product simplification – packaging and marketing products to make them compelling, differentiated and ‘easy to buy’ and ‘easy to sell’.
Pricing Development and Deployment	Monitor market, competitor activities, movements and work with Strategic Business Planning for price positioning recommendations.
Risk Management	With support of internal and external stakeholders, ensures currency and compliance with relevant regulation, legislation and ‘good market practise’.
Partner Relations & Planning	Develops relationships and structures partnerships with channel partner. Proactively leads a joint partner planning process that develops mutual performance objectives, financial targets, and critical milestones associated with a productive partner relationship.
Partner agreements	Ensures partner compliance with partner agreements. Drives adoption of company programs among assigned partners.
Channel Planning	Set short- and long-term channel sales strategies to achieve sales target on a weekly, monthly and annually.
Creating Partners	Work with external third parties to develop partnerships and sales opportunities.

You are <u>responsible</u> for the following activities	You are <u>accountable</u> for how well the following deliverables are achieved
Team Management	<p>The product & channel development team function's resources are commensurate with the needs of the business and comply with both company and legislative requirements.</p> <p>Members of the product & channel 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.</p>
Relationship Management	<p>Positive and constructive relationships are established and maintained with fellow members of the PPL Team.</p> <p>Members of the wider PPL Team and relevant functional Divisions are appropriately involved in and kept informed of the product & channel development team's activities and matters affecting their areas of responsibility.</p> <p>Strategic level relationships are established and maintained with the product & channel development team's key stakeholders.</p>

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 Journalism, Communication or Business Management/Administration
- Demonstrate a successful track record in a team leader position within the power industry.
- Significant experience product and channel developments, managing organisation turnaround in terms of culture and performance, introducing new concepts and methods of working and presenting reports
- Strong people management skills and be able to demonstrate success in organization transformation, have strong business acumen.
- 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 Journalism, Communication or Business Management/Administration*
- 2. Demonstrate a successful track record in a team leader position within the power industry.*
- 3. Significant experience product and channel developments, managing organisation turnaround in terms of culture and performance, introducing new concepts and methods of working and presenting reports*
- 4. Strong people management skills and be able to demonstrate success in organization transformation, have strong business acumen.*
- 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 must be received by **COB Tuesday 25th 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