

POSITION DESCRIPTION

PNG Ports Corporation Limited

AM100052 - Chief Commercial Officer

PNG Ports Corporation Limited (PNGPCL) is a premier maritime service company in Papua New Guinea and is the largest port operator in the South West Pacific, outside Australia and New Zealand.

PNGPCL is committed to delivering high quality service to its stakeholders and is committed to attracting the highest calibre of professionals who can make a difference in the organization.

Applications are invited from qualified and experienced professionals for this executive position based at the head office, in Port Moresby.

CHIEF COMMERCIAL OFFICER

Reporting to the Chief Executive Officer, the Chief Commercial Officer is responsible for providing strategic leadership, direction and managing the functions of Commercial and New Business to ensure PNGPCL remains commercially viable and sustainable.

Key Responsibilities:

- Identify, develop and negotiate new business opportunities for PNGPCL with strategic partners to meet PNGPCL business objectives
- Undertake regular market and industry research and survey to ensure that PNGPCL's fees, levies and charges remain relative and competitive at all times
- Maintain ongoing effective business relationships with strategic partners and clients to build and develop new business opportunities
- Provide leadership, direction and guidance to all Divisional functions' and develop divisional capacity
- Develop Business Plans and set Key Performance Indicators for all operational functions in liaison with respective divisional heads and establish frameworks for accountability and excellence
- Ensure the Division operates within Statutory and Legal requirements and the required operational standards, policies, procedures, systems and processes are current and maintained at all times
- Provide accurate and cost-effective operational expenditure budget that is consistent with PNGPCL's business plan
- Provide quality leadership and contribute to PNGPCL's Policy and Strategic Directions
- Promote and foster a culture of teamwork and collaboration that emphasises a positive working culture and productive working environment
- Ensure all technical aspects and support services are effectively executed by maintaining high standards at all times
- Ensure all management reports and board submission are accurate and executed in a timely manner.

Expected Competencies:

- Minimum Post Graduate level in Business, Economics and Management or a related field
- Minimum 10 years' experience in a similar role
- Excellent sector and industry knowledge related to Ports business
- Advanced technical and operational knowledge of Port economics
- Sound knowledge of Habours Act, KCH Act, ICCA Act and Ports Regulatory Contract
- Good knowledge of PNG Legislative framework and Labour and Industrial Relations Act
- High level people and operational management skills
- High level strategic thinking, planning, organization and problem-solving skills
- High level project management skills
- In-depth leadership and motivational skills and qualities
- Excellent written, oral communication and negotiations skills

- Ability to lead change and continuous improvement
- Proficient in use of MS Office suite and other relevant software.

APPLY NOW

Please visit our website: <https://vanguard.com.pg/vacancies/>

Complete the online application form and attach the following - updated CV and details of three (3) referees with current contact details.

Full Position Description (PD) can be requested via email jobs@vanguard.com.pg alternatively, call (+675) 7500 7500.

Applications close COB Friday 15th November 2024

Only shortlisted candidates will be contacted

To apply for this position:

- Download and complete the Application Form from <https://vanguard.com.pg>.
- Email the application to jobs@vanguard.com.pg together with a copy of your CV in MS Word format.

Note: Do not include copies of any other documents. You will be asked to provide the originals of certificates etc if you are selected for Interview.