**Finance & Commercial Services  
Reporting to the Regulatory Economist**

## Position Purpose

## To undertake economic and financial modelling to support the preparation of WaterNSW’s pricing proposals and other submissions to our economic regulators. To prepare advice and analysis on commercial matters affecting WaterNSW, Government and customers and to provide regulatory input to the budget process and regulatory performance reporting. Above all to put safety first.

## Key Accountabilities

1. **Safety:** ensure all activities are undertaken with the safety of our people as the number one priority and always role model safe behaviour.
2. **Values:** behave and make decisions in accordance with the WaterNSW Values at all times.
3. Undertake economic and financial modelling to support the WaterNSW pricing proposals to our economic regulators (the Independent Pricing and Regulatory Tribunal (IPART)) and the Australian Competition and Consumer Commission’s (ACCC)) determination across the services provided by WaterNSW.
4. Develop, populate and update sophisticated spreadsheet models to calculate proposed regulated revenues and prices, including detailed calculations for the relevant ‘building blocks’, the regulatory asset base, and customer pricing models.
5. Provide economic analysis and advice for economic regulatory submissions and policy reviews by external agencies on regulatory matters.
6. Prepare policy responses, policy development and analysis to assist WaterNSW in lobbying for reform to improve the effectiveness and efficiency of regulation.
7. Advise, formulate recommendations and coordinate responses to information requests from IPART and ACCC as part of the price review process and work with other stakeholders including the National Water Commission, the Australian Bureau of Statistics and the NSW Government on regulated pricing matters.
8. Coordinate the provision of regulatory input to the annual budgeted process and statement of corporate intent (SCI) processes, including the revenue and pricing impacts of current and proposed policy initiatives and the outcomes of IPART / ACCC regulatory determinations.
9. Work closely with the Finance team to develop robust regulatory performance reports that provide insights on business and customer outcomes compared with regulatory allowances.
10. Contribute to quarterly monitoring of WaterNSW’s performance against regulatory allowances and participate in the development of branch and individual project plans.
11. Use analysis and problem solving to develop innovative solutions to regulatory economic issues.
12. Develop compelling positions to influence internal stakeholders (including the Regulatory team, Finance other Business Units) and external stakeholders (including regulators, customers and Government) to seize identify commercial opportunities and remove regulatory obstacles.

## Key Challenges

* Working with diverse policy and regulatory objectives within the complex and wide organisation.
* Managing to tight externally-imposed deadlines within a dynamic work environment.

## Significant Internal Relationships

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| --- | --- |
| Stakeholder | Purpose of Relationship |
| Manager Economic Regulation | Meet competing demands on time, priorities and workload. |
| Regulatory Economist | Agree key performance indicators, targets and working arrangements with the direct manager. |
| Finance team | Develop performance reports to compare business outcomes against regulatory allowances and to reflect ensure consistency between financial and regulatory reporting. |

## Significant External Relationships

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| --- | --- |
| Stakeholder | Purpose of Relationship |
| IPART / ACCC | Liaise with economic and pricing staff at the regulatory agencies. |
| NSW Government | Liaise with NSW Treasury and relevant Departments on economic regulatory matters. |

## Delegations, Financial Accountabilities & Freedom to Act

As defined in the WaterNSW Financial Delegations as varied from time to time.

## WaterNSW Leadership & Performance Competencies

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| --- | --- | --- |
| People | Level |  |
| Awareness and Personal Resilience | A | * Recognises own emotions and their effects, and is always aware of own response to pressure and change * Uses effective strategies to stay calm and composed under pressure * Continuously demonstrates personal integrity, honesty and sincerity * Recognises when to ask for support when under stress |
| Communicating with Influence | B | * Tailors communication to suit the audience and uses a range of influencing techniques to build support * Supports messages with relevant examples, demonstrations and stories * Communicates issues clearly with different audiences * Handles challenging questions confidently and constructively |

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| --- | --- | --- |
| Customer | Level |  |
| Partnering and Advice | A | * Draws on own knowledge to provide basic advice to customers * Uses appropriate questioning techniques to understand the underlying issue for a customer |

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| --- | --- | --- |
| Business | Level |  |
| Analysis and Problem Solving | B | * Defines the extent and cause of the problem through observation and investigation * Knows when and how to source and use additional information to effectively diagnose the problem and determine suitable solutions. * Considers all possible solutions and seeks input from subject matter experts where appropriate * Takes necessary action to implement the identified solution |
| Planning and Delivering Results | A | * Completes work in a timely manner to expected standards * Identifies issues or roadblocks, looks to solve first and if needed advises upwards * Plans and organises work by drawing on necessary tools and resources * Monitors the progress of plans and deliverables * Identifies more critical and less critical activities; adjusts priorities when appropriate * Displays drive and a clear focus on achieving results |
| Business Acumen | A | * Demonstrates understanding of the water industry and how the organisation operates * Has an understanding of the organisation’s strategic direction and sets metrics with the understanding of how individual and team performance supports this * Articulates the impact of own and team performance on business and commercial outcomes |

## Technical Competencies

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| --- | --- | --- |
| Competency | Level |  |
|  |  |  |

## Mandatory Candidate Requirements

**Qualifications:**

* Bachelor Degree in Economics or related field
* Current NSW Drivers Licence

**Knowledge:**

* Financial and economic analysis skills

**Experience:**

## Demonstrated ability to contribute to and operate effectively within a multidisciplinary team.

## Superior economic modelling and commercial capabilities gained in a utility company, consultancy, regulatory agency, Government body or similar organisation.

## Knowledge of contemporary regulatory economic trends and high level of submission/report writing and presentation preparation skills

## High level of analytical, research, conceptual, policy development and problem solving skills.

## Favourable Candidate Requirements

* Regulatory modelling experience within the water or energy sectors highly regarded.
* Self-starter with the ability to reprioritise within a changing environment

## Pre-Employment Checks Required

* Identification
* Qualifications
* Drivers Licence
* Pre-employment Medical – office based
* Police Check