

# Executive Manager Commercial Development

## Outstanding leadership role:

- √ Spearhead step change business growth
- √ Build on strong profits and significant growth prospects
- √ Operate at the cutting edge of national policy
- √ Collaborate with a dynamic leadership team

State Water is a medium-sized water corporation seeking a number of new executives to join the current team as it strives to build on its strengths. If you're a great leader with proven success in commercial business development join our team, either in Sydney or enjoy a regional lifestyle in Dubbo, Albury or Tamworth.

## About the position...

This is an excellent opportunity in a diverse and challenging role identifying and developing opportunities to diversify operations and grow the business.

## About you...

You will have:

- Advised on pre-deal due diligence, merger and acquisitions integration, synergy and cost savings, and turn-around situations
- Managed commercial development projects
- Tertiary qualifications and/or senior experience in the utilities, finance or consulting sector
- Strategic capability and high level proficiency in financial modelling
- Confidence and experience to identify, negotiate, persuade and execute to sell potential new service opportunities.

This opportunity will provide an exciting future as State Water develops new commercial opportunities in the dynamic and vital water industry.

**Enquiries to Rod Smith on 02 6841 2024, applications must be received by 13 February 2012.**

## *Taking care of our people*

***To apply, please send your cover letter and resume to:***

Recruitment Coordinator  
PO Box 1018, Dubbo NSW 2830  
karen.bashford@statewater.com.au

SWC is an Equal Opportunity Employer

[www.statewater.com.au](http://www.statewater.com.au)

State  
water

*Taking care of it*

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