

## About the role

Anvelo seeks an exceptional individual to lead our business in Victoria. The State Manager plays an integral role at Anvelo, focussing on managing our extensive consulting services to our clients and significantly contributes to business growth. The State Manager is responsible for sourcing business opportunities in the private and public sector.

For our clients, at times the work performed by the State Manager may be undertaken as a single assignment for a client or require you to manage multiple concurrent assignments for multiple clients. Specific services may include project management, winning work, bid and tender support, claims preparation, commercial management, procurement, project planning and controls, project delivery, resource planning, peer reviews and expert advisory work.

For Anvelo, the role is to provide leadership to an existing team of professionals delivering client services across disciplines including commercial, quantum claims and planning and project controls – as well as ensuring we have the right team assigned to tasks to provide our services at the highest level of quality to our clients.

## Key responsibilities include:

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- Overall responsibility for the provision of Anvelo services to clients in Victoria.
- People manager and leader.
- Client account manager.
- Delivery of service outcomes.
- Understand and promote Anvelo's full suite of services to clients and clearly articulate our unique service offering.
- Responsible for team adherence to protocols and operational procedures.

In leading Anvelo's business in Victoria, you will play an integral role significantly contributing to the performance and growth of the company and this includes:

- Developing and implementing business targets, strategies, and initiatives.
- Maintaining regular communications with Anvelo's Executive Leadership Team to provide progress updates for assignments and business targets.
- Working closely with other State Managers and Business Unit Leaders support long-term objectives for our key national clients.
- Monitoring operational trends and adjusting to ensure ongoing continuous improvement.
- Achievement of financial and non-financial targets for the State and overall company targets and objectives.

Additional requirements of the role that are important to Anvelo include:

- Capable people manager and team builder.

- Possess the ability to build and/or develop the critical workforce capabilities required for future competitiveness.
- Able to partner with the business and Executive Leadership Team to develop best in class leaders to drive our culture and to ensure that our people experience great people management practices,
- Demonstrate Anvelo's values of Family, Trust, Loyalty, and Outcomes, at all times.

#### **Experience and skills needed:**

- Minimum 15 years' post graduate experience in construction, transport or related sectors.
- Minimum 10 years' experience in a senior management role of rail infrastructure or heavy construction projects, or a senior management role in their field of engineering/technical expertise.
- Subject matter expert in commercial, claims, expert advisory or project controls.
- Substantial and demonstrable experience in contract management, risk management, project scheduling & program management.
- Highly familiar with accounting principles and strong business financial acumen.
- Strong people leadership and influencing skills.
- Strong problem-solving skills in the disciplines of commercial, project management or project controls.
- Tertiary qualification in engineering, construction or business management.