

General

- Business planning including strategy and scenario development.
- Building effective teams around a shared vision.
- Applying an external mindset.
- Testing and incorporating new ideas and concepts.

Financial and commercial management

- Forensic, data-driven, risk-based and accountability-driven approach to budgeting and purchase order approval including contingency management and release.
- Economic evaluation of investment proposals, including life-cycle analyses and option valuation.
- Preparing, conducting and concluding commercial negotiations with third parties (including joint venture, licensing, and 'design, engineering, procurement and construction' type agreements).

People management

- Building, motivating and managing multi-disciplinary, multi-party and diverse teams.
- Performance management and coaching.
- Respectful and inclusive approach towards people through appropriate role-modelling and effective procedures and documented policies.

Stakeholder management

- Collaborative approach to internal (incl operations, sales and marketing, finance and legal) and external stakeholders (incl architects, communities, partners, funders and professional advisors).
- Nurturing and developing concepts and value propositions on the basis of stakeholder needs, interests, concerns & expectations.
- Building effective relationships through structured and planned engagements.
- Strong communication skills – written, verbal and through use of figures and graphics.

Capital Project management

- Framing the project: translate value drivers into a shared vision and key success factors
 - o Breaking down activities in milestone-driven work streams
- High-quality decision-making through a stage-gating process
 - o Gradually turning assumptions into realities and reducing or eliminating risk:
 - o Building effective and robust reporting lines to senior decision-makers;
 - o Identifying and incorporating opportunities where they add value; and
 - o Incorporating appropriate value and project assurance (peer) reviews.
- Project execution through a committed approach to cost, schedule, quality and safety
 - o Prudent approach to change management
 - o Commercial approach to contractors and suppliers: effective procurement strategy development, competitive tendering and post-award contract management.
 - o Structure the client's team to reflect risk allocation in contracting strategy and weaknesses in contractors' capabilities.