

Role Statement

Role title	Manager, Category Management ICT	Classification	ASO8
Branch	Commercial and Procurement	Type of Appointment	Ongoing
Section	Strategic Contracts	Position Number	
Approved by	Chief Commercial Officer	Date	

Department of Treasury and Finance

The Department of Treasury and Finance is the lead agency for economic, digital and financial policy outcomes.

We play a vital role in providing financial services to the community and economic and fiscal policy advice as well as digital services to the Government of South Australia.

The Department of Treasury and Finance actively promotes flexible working arrangements and values diversity in the workplace.

Our Purpose

We are *the Government's trusted fiscal, economic, digital and policy advisor*.

We work to ensure *South Australia is a thriving, prosperous State now and in the future*.

Who we are



Talented, Clear Eyed and Curious

We are analytical, evidence based, innovative and creative.



High Performing

We are known for achieving successful and timely outcomes.



Trusted Partner

We work better together. We lead, partner, and collaborate to help solve the big challenges.



Agile

We organise around opportunities critical to our state and are flexible in responding to challenges.



Fulfilled and Fun

We take the work seriously and ourselves less so - we support each other in the pursuit of excellence and make Treasury a great place to work.

What we are known for

A world class Treasury and Finance.

A high performing agency that seizes opportunities, addresses the big challenges, and is a destination employer providing rewarding careers.

Branch/Section

The Commercial and Procurement Branch is the government's lead advisor on commercial strategies, specialist procurement and strategic contracting. In partnership with Departments, the Branch will lead the assessment and management of commercial projects, uplift the capability across government, implement and manage modern systems, oversee and support major projects, and lead strategic procurement.

What this role is responsible for

The Manager, Category Management ICT leads the ICT category stream within the Strategic Contracts Directorate and is accountable for the strategic management of category planning, sourcing priorities and contract performance across the State's portfolio of ICT-related strategic agreements.

The role operates in close partnership with the Office of the Chief Information Officer (OCIO) to ensure that commercial and procurement strategies are aligned to whole-of-government ICT architecture, digital policy and technology roadmaps. In this context, the role translates government ICT priorities into effective sourcing strategies, contract structures and supplier arrangements that enable delivery of digital and operational outcomes.

The portfolio includes major whole-of-government agreements covering areas such as enterprise software licensing, managed platform services, end user computing, telecommunications, network services and ICT infrastructure.

The role sets whole-of-government category strategy for ICT procurement, oversees the establishment and management of strategic ICT contracts, and ensures commercial arrangements deliver value for money, manage commercial risk, and support government digital and operational objectives.

Working closely with Public Authorities, OCIO and industry partners, the Manager ensures effective transition between strategic sourcing and contract management activities and drives continuous improvement in ICT category management practices across the State.

Key Responsibilities:

- Lead the development and implementation of whole-of-government ICT category strategies, ensuring alignment with government priorities and OCIO-led digital, architecture and technology roadmaps.
- Partner with OCIO to translate ICT strategy, standards and platform direction into category plans, sourcing approaches and commercial models that enable delivery of government objectives.
- Identify, prioritise and sequence strategic sourcing opportunities across the ICT portfolio, informing and maintaining a forward procurement pipeline aligned to whole-of-government priorities.
- Maintain oversight of strategically significant ICT contract portfolios, including panels and preferred supply arrangements, ensuring effective governance, performance management and value for money outcomes.

OFFICIAL

- Provide oversight of the establishment, transition and ongoing management of complex across-government ICT contracts, ensuring clear and effective handover from Strategic Sourcing into Contract Management.
- Provide high-level commercial, procurement and contract management advice to senior executives, OCIO and Public Authorities on complex ICT category and contract matters.
- Lead strategic supplier engagement across the ICT market, shaping supplier behaviour and maintaining effective relationships with key vendors, industry bodies and strategic partners.
- Identify and drive opportunities to improve commercial outcomes, strengthen value for money and manage procurement and contractual risk across the ICT portfolio.
- Maintain a strong understanding of ICT markets, supplier dynamics and emerging delivery models to inform category strategies and sourcing decisions.
- Provide leadership and direction to a multidisciplinary team, setting clear expectations and ensuring delivery of strategic, high-quality outcomes across the category stream.
- Foster a high-performance culture focused on accountability, collaboration and capability uplift within the category management function.
- Engage and influence senior stakeholders across OCIO, Public Authorities and industry to ensure strategic contracts meet operational, policy and technology objectives.
- Lead cross-government forums and networks to support category planning, procurement reform and capability development across the ICT domain.
- Ensure all category and contract activities are delivered in accordance with government procurement frameworks, governance requirements and probity standards.
- Promote and comply with Public Sector Principles and Practices including Equal Opportunity and Work Health and Safety, and ensure records are maintained in accordance with the State Records Act 1997.

Who this role reports to

- Reports to the Chief Negotiation Officer
- Receives ICT strategy guidance and whole-of-government service delivery priorities from the Director, Internal Operations and Governance, OCIO

Key Relationships/Stakeholders

- Senior leadership within the Commercial and Procurement Branch.
- Office of the Chief Information Officer (OCIO).
- Category managers, contract managers and administrators.
- Senior executives and procurement leads within Public Authorities.
- External suppliers, industry bodies, and strategic partners.

Special Conditions

- Work within a confidential, commercially orientated and at times, politically sensitive environment.

OFFICIAL

- Applicants will be required to undergo the appropriate and relevant employment screening assessment(s) required for this role in line with the department's Employment Screening Policy.
 - Some out of hours work may be required. Intrastate and interstate travel may be required.
 - The incumbent will be required to participate in the Departmental Performance Management Program.
 - The incumbent may be required to be assigned to other positions at the same remuneration level across the department.
-

Essential Expertise

- Significant experience leading the planning, establishment and management of complex and strategically significant contracts or commercial arrangements.
- Demonstrated ability to provide high-level commercial and procurement advice to senior executives and influence decision-making on complex contractual and category matters.
- Proven experience leading and managing professional teams in complex delivery environments.
- Demonstrated ability to engage and influence senior stakeholders across government and industry to achieve commercial outcomes.
- Strong capability in identifying, assessing and managing commercial, contractual and procurement risks within complex operating environments.
- Demonstrated experience developing and implementing category strategies, contract management approaches or commercial frameworks that deliver value for money outcomes.
- Highly developed written and verbal communication skills, including the ability to prepare clear advice, briefings and reports on complex commercial issues.
- Demonstrated ability to operate effectively in confidential and commercially sensitive environments.
- Demonstrated understanding and application of relevant legislation, policies and frameworks including government procurement frameworks, Code of Ethics, Equal Opportunity and Work Health and Safety requirements.
- Demonstrated understanding of risk management principles and frameworks including AS ISO 31000 Risk Management Guidelines.

Desirable Expertise

- Qualification in procurement, commerce, finance, economics, law or a related discipline, or equivalent professional experience.
- Experience translating organisational strategies or government policy objectives into effective category management or procurement delivery plans.
- Experience measuring contract performance, benefits realisation and value-for-money outcomes across complex contract portfolios.
- Advanced negotiation, supplier management and dispute resolution experience in complex commercial environments.
- Experience contributing to procurement reform initiatives, commercial frameworks or whole-of-government procurement programs.
- Experience working with major ICT suppliers or technology ecosystems supporting enterprise platforms and digital services.
- Understanding of ICT procurement models including software licensing, cloud services, managed services and technology marketplaces.