



Position Description

AGENCY: Suburban Land Agency
POSITION TITLE: Senior Director, Commercial Strategy

POSITION NUMBER: P68198
CLASSIFICATION: SOGA
LAST REVIEWED: June 2026

What we do

The Suburban Land Agency (SLA) is the ACT Government's land developer, shaping Canberra's future through suburban development and urban renewal.

We are committed to creating great places where communities thrive. We build people-focussed residential estates and urban renewal projects for the people of Canberra.

Through smart, sustainable development, our goal is to strike a balance between social, economic and environmental benefits for all Canberrans.

The objectives of SLA are set out in s38 of the *City Renewal Authority and Suburban Land Agency Act 2017* (the Act) and include:

- a) the encouragement and promotion of inclusive communities through the delivery of people-focussed neighbourhoods;
- b) the encouragement and promotion of suburban development that supports affordable living, a safe and healthy population, social inclusion, housing choice, environmental sustainability, urban renewal, growth and diversification of the Territory economy and social and environmental sustainability; and
- c) operational effectiveness, delivering value for money using sound risk practices.

What Makes SLA Different?

What sets SLA apart is its purpose-driven approach. Revenue from our projects is reinvested by the ACT Government into public services, infrastructure, and future growth. Every land sale contributes to building a stronger, more connected city.

We also have the advantage of working closely with a wide range of agencies and teams. This collaboration allows us to share knowledge and resources, align on priorities, and move forward with a shared vision. Our work is informed by collective insight and delivered with community impact at its core.

On top of that, being part of Government brings additional benefits, including flexible work arrangements and a strong focus on work-life balance.

Group Overview

This Place Delivery Group (PDG) is responsible for the end-to-end design and delivery of master-planned communities and strategic urban development projects across the ACT.

As the operational engine room of the SLA, the group is responsible for translating planning vision into tangible outcomes. This includes delivering the [Government's Indicative Land Release Program](#), which includes affordable, community and public housing targets.

We acknowledge the Ngunnawal people as traditional Custodians of the ACT and recognise any other people or families with connection to the lands of the ACT and region. We acknowledge and respect their continuing culture and the contribution they make to the life of this city and this region.

With a strong focus on innovation and creating long-term value, we make sure our projects reflect government priorities and deliver real, lasting benefits for the people who live here.

PDG is made up of the following functions:

- Urban Development, including urban estates and urban releases
- Commercial Ventures, including Ginninderry Joint Venture;
- Greenfield Development, including Molonglo and Gungahlin suburbs and Town Centres
- Infrastructure Services, including civil and landscaping
- Business Operations

Together we deliver: Sustainable urban environments that bring people and businesses together, and help our community and natural environments thrive. We do this by collaborating across SLA and prioritising sharing the information and resources we need to deliver on our shared strategy. [Find out more about our teams here.](#)

Position Duties and Responsibilities

Reporting to the Program Manager, Commercial Strategy (within the Commercial Ventures Program), the Senior Director role will be a critical position to support complex divestment processes, including englobo releases, joint ventures, joint operations, PPPs, partnerships and other commercial arrangements. The role will utilise their experience and expertise in managing commercial land sales projects to support the team in structuring commercial arrangements and advise stakeholders on the advantages and disadvantages of such arrangements.

Stakeholder engagement is a key component of this role, combined with latest thinking and crafting strategies that build a shared approach for the development of great places, leveraging the experience and expertise of industry. The nature of this role requires the building of collaborative partnerships across SLA, industry and Government and takes responsibility to develop and implement policies and support the delivery of projects that contribute to Government's strategic priorities and SLA's financial and non-financial performance goals.

The position requires a person with effective communication and stakeholder engagement skills who will be able to support the Program Manager and other team members to establish SLA as an organisation that partners with industry to develop great places where communities thrive.

Working under broad direction of the Program Manager, the responsibilities of the role may include a combination of any of the following:

- Supporting complex divestment processes (including englobo releases, joint ventures, joint operations, PPPs, partnerships and other commercial arrangements) through commercial contract advice and advice to government.
- Working with the Program Manager and the Place Delivery group to explore opportunities for divestment and investor diversification.
- Working collaboratively with project teams within the Place Delivery Group and other areas within SLA to assess projects against an established commercial venture framework, considering financial, land supply, environmental and social returns.
- Assisting with the establishment of structures, networks, policies and other means to facilitate effective knowledge and information sharing between commercial ventures and SLA projects.
- Providing advice and support to joint venture board members and other SLA/Territory representatives relating to commercial arrangements.
- Representing the Agency at meetings with statutory authorities and other Government agencies, private enterprise, and community groups, including public meetings.
- Supporting the team with procurement and recruitment of external and internal resources to support the teams functions.

- Other duties as required.

Behavioural Capabilities

1. Demonstrated ability to work collaboratively within a team environment, supporting the leadership team and other team members.
2. Highly competent in building relationships and engaging with stakeholders to align interests and achieve shared goals.
3. High level written and oral communication skills with an ability to communicate at a senior level with influence (Minister's Office, Board, Executives, and Industry).
4. Demonstrated ability to build and maintain collaborative relationships with a wide range of stakeholders, including Executives, Ministers, Board, Executives and Industry, supported by excellent communication, persuasive negotiation skills.

Professional/Technical Skills and Knowledge

5. Proven experience in managing complex, multi-stakeholder projects from inception to delivery, including contract and risk management, with a strong commitment to governance.
6. Demonstrated ability to plan, prioritise, and deliver work aligned with key performance indicators, underpinned by a strong understanding of government, commercial, financial, legal, technical, social, and environmental drivers.

Desirable

- Tertiary qualifications in a relevant area, such as law or project management
- Knowledge of land sale processes and land sale contracts for residential, commercial, and industrial land developments in Canberra

Work Environment Description

We are committed to providing reasonable adjustment and ensuring all individuals have equal opportunities in the workplace. Below is an indication of the frequency of fundamental requirements of the position:

ADMINISTRATIVE	FREQUENCY
Telephone use	Frequently
General computer use	Frequently
Extensive keying/data entry	Frequently
Graphical/analytical based	Frequently
Sitting at a desk	Frequently
Standing for long periods	Occasionally
Designated workstation The position in an activity-based work environment	Occasionally
STANDARD HOURS	FREQUENCY
Flexible working hours (access to flex time)	Occasionally
Fixed or specified start/finish times	Never
Expected to work extensive hours over a significant period due to the nature of the duties	Occasionally
Access to Accrued Days Off (ADOs)	Never
Peaks and troughs	Occasionally

Frequent paid overtime	Never
Rostered shift work	Never
SOCIAL DEMANDS	FREQUENCY
Work with others towards shared goals in a team environment	Frequently
Work in isolation from other staff (remote supervision)	Never
Working in a call centre environment	Never
Working directly with the public	Occasionally
PHYSICAL DEMANDS	FREQUENCY
Distance walking (large buildings or inter-building transit)	Occasionally
Working outdoors	Occasionally
MANUAL HANDLING	FREQUENCY
Lifting 0 – 5kg	Occasionally
Lifting 5 – 10kg	Occasionally
Lifting 10kg+	Occasionally
Climbing	Occasionally
Reaching	Occasionally
Bending/squatting	Occasionally
Push/pull	Occasionally
Sequential repetitive movements in a short amount of time	Never
TRAVEL	FREQUENCY
Frequent travel – multiple work sites	Occasionally
Frequent travel – driving	Occasionally
Frequent travel – interstate	Occasionally
SPECIFIC HAZARDS	FREQUENCY
Working at heights	Never
Exposure to extreme temperatures	Never
Operation of heavy machinery (e.g. forklift)	Never
Confined spaces	Never
Excessive noise	Never
Low lighting	Never
Handling of dangerous goods/equipment	Never
Working with asbestos	Never
Potential to encounter agitated customers	Occasionally
Exposure to potentially distressing case material	Never
OTHER	FREQUENCY
Uniform required	Occasionally
Personal Protective Equipment (PPE) required	Occasionally