



Defence Staff – Senior Manager Competencies

Senior managers and executives within Defence guide the development and execution of strategy and ensure that company plans are implemented in a way that achieves key goals. They oversee day-to-day operations within Australia and abroad, manage portfolios spanning several business functions and often enjoy responsibility for national planning, capability and policy development.

Naturally, all senior managers have gained considerable experience during their time as middle managers and have been promoted based on merit in an extremely competitive environment. They are frequently entrusted with portfolios encompassing hundreds or even thousands of staff and resources valued in the hundreds of millions of multi-billions of dollars.

These candidates are often responsible for projects with national scope affecting organisations with up to 30,000 staff. Defence senior managers and executives are skilled at developing complex business plans and managing stakeholder interactions both within and external to Defence. Many of them have well established relationships with icon Defence industry and civilian companies both within Australia and abroad. It is not uncommon to find these professionals with skills such as project management, tendering and contract management. Many have prepared submissions at ministerial level or run independent business as the equivalent of a General Manager, Managing Director or Divisional CEO.

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