

Contact

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Top Skills

Mining
Contract Management
Strategic Sourcing

Honors-Awards

2023 Business Women Award
NAWIC Victoria
2024 National Award in Women's
Achievement in Infrastructure

Jackie Aggett

Executive Commercial and Procurement Director
Sydney, New South Wales, Australia

Summary

Energetic and enterprising, my goal is to create value, at all times, through the development of commercially sound and well governed strategies that closely align with executive goals.

Leveraging more than 30 years' experience spanning project commercial management and strategic procurement, I have transformed organisational mind-sets and capabilities across the construction, infrastructure, mining and oil and gas sectors. A resilient problem-solver, I have developed and delivered strategies improving commercial output across project delivery, procurement, category management, strategic sourcing and supply chain relationship management. My value centres on an ability to balance accomplished commercial acumen and a proven track record in high value client and contractor side procurement and commercial management, with an entrepreneurial, yet risk-aware, understanding of commercial imperatives for large scale projects and operational requirements.

Always focusing on the long-term, I have established and managed progressive procurement, contracting, on-site administration, claims and risk management frameworks that win and deliver major infrastructure programs on schedule and under budget.

I have been accountable for providing commercial leadership and strategic guidance for the management of D&C lump sum, Construct Only, PPP, MC, Incentivised Target Cost, Alliance and Delivery Partner contracting models.

By challenging the status quo, I have demonstrated a track record in building engaged strategic partner networks that provide access to innovation, deliver certainty and realise additional value.

Experience

Transgrid

Chief Procurement Officer

August 2024 - Present (1 year 9 months)

Sydney, New South Wales, Australia

Spark North East Link Tunnels D&C

Commercial and Procurement Director

September 2021 - August 2024 (3 years)

Melbourne, Victoria, Australia

CPB, Webuild, GS Engineering and China Construction. Executive Leadership Team (ELT) member. After 4 years working for Government, it was time for me to return to the Private Sector and onto a new, exciting challenge. I was headhunted for the Commercial Director role working for the Spark leadership team heading up a team of over 150 professional people within the Commercial, Legal, Procurement, Risk and Reporting functions. The Spark Consortium's Design and Construction Contractor - which comprises WeBuild, GS Engineering and Construction, CPB Contractors and China Construction Oceania is delivering the twin three-lane tunnels and key interchange for the North East Link Project - the biggest road transport project in Victoria's history and the largest (\$11BN) PPP in Australia. It's a credit to the Major Transport Infrastructure Authority (MTIA) in Victoria that it has taken significant steps to mitigate key project risk and develop an innovative, first of its kind, PPP model that includes an incentivised target cost (ITC) that encourages alignment of interests during delivery and fosters a collaborative culture via a pain/gain share regime.

Transport for NSW

3 years

Executive Director Commercial - Sydney Metro

October 2019 - September 2021 (2 years)

Sydney, New South Wales, Australia

In 2019, Sydney Metro restructured its leadership team to create a new Executive Director Commercial role reporting to the CEO and a member of the Executive Leadership Team (ELT), to establish commercial as a standalone function. A \$50BN portfolio of procurement and delivery including Construct only, D&C, Incentivised Target Cost, Integrated station design and PPP contracting models. The driving force behind this change was to build a culture of accountability through the implementation of improved procurement and commercial management, claims resolution and cost control practices. Promoted to this role, I was accountable for providing commercial leadership

and strategic direction to a team of 220 commercial practitioners at Sydney Metro, responsible for delivering construction, client side and operations investment for Sydney Metro City and Southwest, Sydney Metro West, Sydney Metro Western Sydney Airport and Sydney Metro North West.

- Established a best practice and innovative procurement strategy to generate competition for Sydney Metro West \$4BN tunnelling package via the 3-2-1 procurement model;
- Established an innovative PPP procurement strategy to generate competition for Western Sydney Airport Metro System, Stations, Trains, Operation and Maintenance PPP package;
- Improved financial transparency and improved cost forecasting activities;
- Proactively engaged with Industry to deliver value for money and improved collaborative outcomes;
- Championed the pilot of an early identification of risk initiative;
- Facilitated new and productive relationships between normally fiercely competitive contractors;
- Implemented governance of standardised procurement methods across a portfolio of \$50BN projects;
- Developed and implemented a corporate-wide approach to Collaboration and Contractor Performance Management;
- Developed and implemented a commercial framework to manage contractual risk and a centralised contractor financial monitoring tool.

Commercial Director - RMS Motorways
October 2018 - September 2019 (1 year)
Sydney, Australia

RMS - Motorways Division is responsible for delivering NorthConnex, WestConnex, Western Harbour Tunnel and Beaches Link, M6 Extension and Sydney Gateway. A \$60BN portfolio of development, procurement and delivery projects.

Accountable for providing commercial leadership and strategic guidance ensuring both procurement and delivery of the motorways are consistent with sound commercial practices, effective risk identification and management. The role is a key source of high level advice and guidance on contract, legal and commercial issues for the Motorways Delivery team, identifying actions that can be taken to minimise risk to project delivery.

Western Sydney Airport

General Manager Procurement
October 2017 - September 2018 (1 year)
Sydney, Australia

Engaged as the third employee of WSA Co, a start up Government Business Enterprise (GBE) responsible for delivering \$5.3 billion in investment for the construction of Western Sydney Airport, I have led the development, approval cycle and implementation of a comprehensive, multi-year procurement plan for commercial construction and corporate services. A project with significant value impact for the wider Sydney economy, key to the success of this role has been multi-party stakeholder engagement to overcome broader market challenges incurred by the infrastructure spike in NSW. Developing a risk appropriate and publicly accountable roadmap has been my core goal, for which I have successfully delivered the award of a major proportion of work packages, including the award of a delivery partner, Bechtel to oversee commercial operations for the duration of the project.

- Developed and finalised a best practice and innovative procurement plan within 5 weeks, despite the scale and complexity of a first-of-its-kind project;
- Acting EGM for infrastructure delivery for a period of 9 months;
- Negotiated multimillion-dollar savings and the award of a delivery partner to ensure public accountability;
- Aligned Board, industry and government priorities to structure a commercially competitive process;
- Ensured robust governance, control and inclusion of public probity processes throughout.

Laing O'Rourke
4 years 4 months

Head of Procurement, Australian Hub
September 2015 - September 2017 (2 years 1 month)
Sydney, Australia

Having identified an opportunity to lead meaningful commercial transformation, I was promoted to establish a value-creating procurement capability centring on the development of strategic supply chain partnerships for a multibillion-dollar procurement spend. Defining commercial project strategies to minimise risk and drive performance, I provide leadership across the organisation's Australian portfolio of construction projects.

My focus has been establishing a supply chain and procurement operating model and governance framework that empowers Laing O'Rourke's strategic

partners to create value-added solutions for our clients. I provide leadership to 40 reports and the 300-strong supply chain via regular communications and events.

- Transformed procurement into a value-adding function, building competitive advantage for the company;
- Developed and implemented the industry's first dedicated Indigenous Procurement Policy;
- Heightened commercial competence across the organisation, bringing client- and contractor-side expertise to the development of strategic change projects;
- Developed and implemented an industry leading supply chain bid teaming agreement to secure multimillion-dollar contracts;
- Co-founding member of 'Connecting Women', a program designed to build visibility for female leaders.

Regional Commercial Manager

June 2013 - August 2015 (2 years 3 months)

Perth, Australia

Engaged by Laing O'Rourke to build the capabilities of the commercial team overseeing the delivery of high value client projects, I focused on shoring up contract, financial and cost management practices while seeking out opportunities for improvement at a portfolio level in commercial management. Influencing change, and providing guidance to 28 commercial managers through a series of training and coaching interventions, I transitioned the division's culture to focusing on prioritising long-term strategic partnerships over quick wins. During this period, I also provided insight to the executive team on project cashflow and profitability.

- Led the commercial close out of 9 legacy projects in collaboration with local project managers;
- Improved cost management practices and improved financial transparency through the implementation of a company-first budget-to-build and cost forecasting Prism system deployment;
- Announced runner-up for the Crystal Vision Award at the 2015 NAWIC Awards for Excellence.

Brookfield Asset Management

Commercial Manager

September 2010 - May 2013 (2 years 9 months)

Perth, Australia

As Commercial Manager on a multimillion-dollar rail infrastructure access project to the Karara Iron Ore Mine, I was accountable for defining and executing a procurement strategy that would ensure on time and budget delivery. Implementing a target cost model administered via a risk reward scheme, I managed the interface between 4 main contractors to maximise financial and operational performance while ensuring on time and on budget delivery. Throughout, I provided leadership and guidance to a commercial team of 10, overseeing all activities relating to project controls, legal matters, master scheduling and financial reporting.

- Delivered the project ahead of schedule and significantly under budget through robust contractor management and KPI monitoring;
- Terminated a main contractor due to inability to finish the works, settling an extension of time claim favourably for Brookfield Rail.

Neptune Marine Services

Group Contracts and Risk Manager

March 2008 - August 2010 (2 years 6 months)

Perth, Australia

Providing commercial leadership during a merger of 5 subsidiaries, I developed and implemented best practice strategies and standards for contractual and risk reviews, aligning the capabilities of individual entities to present an 'end-to-end' provider to the market. I advised on all tender submissions and contract reviews as a member of the Risk Management Committee and built influential relationships across the business to enhance productivity and create mutually beneficial collaborative working arrangements across legacy business units.

- Established a consistent approach to tendering, contracting and risk management with Board approval;
- Played a key role in securing multimillion-dollar contracts with Apache Energy and Niniah South Platform;
- Appointed Commercial Manager on the Group's inaugural installation scope, overseeing all cost control and cashflow activities.

Saipem

Commercial Manager

February 2007 - February 2008 (1 year 1 month)

Perth, Australia

Commercial Manager for an international turnkey oil & gas contractor, accountable for all commercial matters relating to the multimillion-dollar construction of the gas pipeline from Dampier to Bunbury.

Multiplex

Commercial Manager

June 2005 - February 2007 (1 year 9 months)

Perth, Australia

Commercial Manager supporting the construction of the Seawater Desalination Plant.

BHP

Commodity Manager and Global Sourcing Manager

May 1989 - May 2005 (16 years 1 month)

Over a 16-year tenure with BHP, I progressed from selection as a Supply Cadet to an established commercial procurement leader with global reach. Holding various positions with diverse commercial mandates, I oversaw contractual activities including contract mining, EPCM, construction, strategic sourcing, warehousing, inventory control and category management. This period of time provided me with a best-in-class understanding of complex outsourcing contract models, supply chain management and procurement governance across a global business.

- Rapidly progressed from a Cadet through roles to an early appointment as a Global Category Manager for Earthmoving Tyres, achieving multimillion-dollar savings and a suite of other business benefits.

Education

Saïd Business School, University of Oxford

Major projects, Executive Leadership · (January 2021 - November 2021)

Australian Institute of Company Directors

GAICD · (2017 - 2017)

Curtin University

BCom, Commercial Law & Applied Finance · (2000)

Activity

03/19/2023, Luke Jones added candidate to Private Project

04/29/2024, Peter Anderson added candidate to Commercial Director

04/29/2024, Peter Anderson added candidate to Commercial Director - New

04/23/2026, Viewed by Peter Anderson