

Information for Applicants



P: (+61) 8 9235 9100
F: (+61) 8 9235 9199
E: watc@watc.wa.gov.au

Head Office: Level 12, 225 St Georges Terrace, Perth WA 6000

Our Story

Western Australian Treasury Corporation (WATC) is the State's central financial services provider. We care about the financial health of WA's public sector agencies and work with them to provide access to a comprehensive range of corporate finance, debt and investment, financial markets, risk management, and foreign exchange products and advisory services. Our work has enabled the financing of significant projects such as Optus Stadium, Shire of Broome Town Beach Redevelopment, and new helicopters for WA Police.

Since our inception in 1986 we have grown our client base to over 165 public sector clients, with total client debt growing to approximately \$50 billion.

Our core functions include to:

- borrow funds and lend those funds to clients (public sector agencies) through a range of debt funding structures;
- provide financial risk management services to clients;
- invest the State's and clients' cash surpluses; and
- provide advice to clients and the State.

Working at WATC

Our **vision** is to be recognised as the best at providing financial solutions for the benefit of the Western Australian public sector.

In fulfilling our role as the central financial services provider for the State and our vision, our core **objectives** are to:

- provide high quality, cost-effective products and services to the Western Australian public sector;
- maintain ready access to domestic and international capital markets to ensure funds are raised to finance client borrowing needs in a cost-effective manner; and to
- optimise the performance of WATC in accordance with the WATC Act and the risk appetite of WATC's Board.

Our **values** shape our behaviours and define how we relate to each other, our clients and our community:

Integrity – We are open, honest and accountable; we adhere to the highest professional and ethical standards. We honour our promises.

Partnership – We work collaboratively with our stakeholders and colleagues towards achieving successful outcomes.

Adaptability – We challenge ourselves to think creatively and to continuously improve.

Achievement – We are engaged and focused on delivering valued outcomes for WA.

Leadership – We use our knowledge and experience to contribute to the long term benefit of WA.

Benefits

We offer a wide range of attractive benefits to support individual needs.

Work Life Balance

We understand that you have family and other personal commitments outside of work and we encourage a healthy work life balance through:

- ability to work from home up to two days per week;
- flexible start and finish times;
- rostered days off;
- part time hours;
- access to purchase additional leave; and
- ability to swap public holidays for days off that suit your needs.

Health and Wellbeing

We want to enable you to live well, both at work and at home. Our health and wellness benefits include:

- 12.5 personal leave days per year;
- 2 wellbeing days annually
- 13 weeks' long service leave after 10 years' continuous service;
- 12 weeks paid primary parental leave and 6 weeks paid secondary parental leave, in addition to the Government Paid Parental Leave Scheme;
- free fruit delivered to the office twice a week;
- free access to a gym in the building;
- free access to group fitness classes in the building;
- discounted health insurance;
- free annual health checks, skin cancer checks and flu vaccinations; and
- mental health support through our Employee Assistance Program.

Learning and Development

We are committed to your ongoing learning and development. Our support includes:

- 100% financial support for relevant tertiary education (conditions apply);
- AFMA accreditation;
- support for professional association membership;
- paid and unpaid study leave;
- acting opportunities; and
- professional and career development opportunities.

Newly Refurbished Offices

Our offices, based in the centre of Perth's CBD, were fully renovated in 2020 and boast state of the art facilities with luxury end of trip facilities.

Our Recruitment Process

We partner with Beilby Downing Teal to meet our recruitment needs. Beilby Downing Teal facilitate and coordinate our recruitment processes and are your primary contact for information about application. If you have any queries about the position you are interested in and our recruitment process, please contact **Nick Verkerk, Executive Director and General Manager** on **0403 457 363** or nverkerk@beilbydt.com.au.

We want you to understand the technical expertise and organisational fit we are looking for, but we are also cognisant of ensuring a new role is the right fit for you. We consider recruitment to be one of the most important activities we undertake and we acknowledge it is a very important decision for you as well. As such, our process may include activities that you are not familiar with, including behavioural preferences and cognitive surveys, technical skills activities, and digital interviews.

Recruitment Steps

Our current vacancies can be found on our website, www.watc.wa.gov.au as well as Beilby Downing Teal's website www.beilbydt.com.au.

Unless specifically stated, you must have **unrestricted Australian working rights** to be eligible to work at WATC.

You will be updated along the way during the recruitment process. A process can take between four and six weeks from the time you submit your application, so we ask for your patience.

Your Application

To apply for a position at WATC, you will need to submit a current resume with a covering letter to Beilby Downing Teal on their website www.beilbydt.com.au. This involves registering your information with Beilby Downing Teal, uploading your resume and cover letter and quoting the reference number. You will receive an email acknowledging receipt of your application.

Application Review – First Screening

Your application will be forwarded to the hiring team from Beilby Downing Teal and considered as soon as possible after it has been submitted. The skills and experience you describe in your application will be compared with the selection criteria to determine if your application will be progressed to the next stage. If your application is progressed, Beilby Downing Teal will contact you to clarify your salary expectations and ensure they are aligned with the classification of the role. If your application is not progressed to the next stage, you will be notified by email.

Second Stage Activities

If your application is progressed to the second stage, you might be asked to complete behavioural and cognitive surveys, undertake a technical skills activity and complete a digital interview. The information you provide through these tools will further inform the hiring team about what sort of role would suit you and how well your skills and experiences match the selection criteria. It is also another chance for you to showcase the skills and experience you have that relate to the role you have applied for.

Behavioural and Cognitive Surveys

We use a tool called Predictive Index for our behavioural and cognitive surveys. You will receive two emails, one for the behavioural survey and a separate email for the cognitive survey. The behavioural survey takes about 15 minutes to complete, but you have as much time as you need. The cognitive survey is a timed survey, taking 12 minutes, and it cannot be paused once it is started. It is important that you are in a quiet space where you won't be interrupted when you complete the cognitive survey.

Digital Interviews

Our digital interviews typically consist of three to five questions, and you will usually have two to three minutes to respond to each question. You will be sent a link to the digital interview platform by email and be given instructions on how to record your responses. You will have time to prepare a response to each question before you record your response, and you will also have an opportunity to re-record your response if you wish. Before you complete the digital interview, ensure you have a good internet connection and use Google Chrome as the internet browser.

Interviews

If your application is progressed further, you will be invited to an interview with the hiring team. At the interview you will be asked to provide examples that demonstrate your relevant skills and experience. We will also explore what you are looking for in an employer and how you like to work. Finally, it is an opportunity for you to decide if WATC and the role you have applied for is right for you.

Reference Checks

If your application is progressed to the next stage, you will be asked to provide the contact details of two referees. Your referees will be asked questions that confirm the information you have provided throughout the recruitment process.

Your Employment Offer

Upon obtaining two satisfactory reference reports, the hiring team will contact you to make an employment offer. The verbal offer will be subject to you obtaining a satisfactory National Police Clearance. It will also include details of your remuneration package and might include a discussion about a recommended start date.

If you're happy to accept the verbal offer, you will then be emailed an Offer of Employment letter and a draft Employment Contract. To accept you will need to respond by return email and confirm your start date.

Application Tips

Writing Your Application

Your application is our first introduction to who you are and is a key decision point in the recruitment process. The first stage of the recruitment process is based on the information you provide in your application, so it is important it is up to date and relevant. Read the advertisement and position description carefully before preparing your application. When preparing your application make it clear how your skills and experience relate to the advertised position and also how WATC's values align with your own personal values. We also recommend you ask someone to proofread your application prior to submitting it.

Your Covering Letter

The covering letter is usually the first document our hiring team will read. Your covering letter should clearly state the position you are applying for and briefly outline why you are interested in the role and your suitability for the role.

Your covering letter should look professional, use positive language, contain no spelling or grammar errors and be tailored to the role. If possible, keep the covering letter to a single page.

Your Resume

Your resume must be current, concise and outline your qualifications, skills and work history. Your resume should include:

- your name and contact details – address, phone number and email address;
- employment history, clearly stating position title, duration of employment and main responsibilities, listing the most recent position first; and
- education/qualifications, including dates, name of course or qualification and name of institution.

Digital Interview

Completing a digital interview may be new for you, or you may have experience with different types of digital interview. Read the instructions carefully before you begin so that you understand how the digital interview will work. Remember to check that you have a good internet connection and that you are using Google Chrome as your internet browser. We recommend that you treat the digital interview as you would a face-to-face interview, so dress accordingly and be cognisant of what is in the background of your video. When preparing your responses we recommend that you consider how they relate to the requirements of the role.

Your Interview

Before the interview review the advertisement and position. Think of examples you can provide to demonstrate the skills and experience you have that relate to the requirements of the role. Think about the things you do well and remember to talk about the role in the examples you present. You can also prepare for your interview by visiting WATC's website and reading about us. Finally, it is also important to think about what you are looking for from your employer and what conditions enable you to work at your best.

Make sure you get to the interview on time. Look up where you are going and how long it will take you to get there, making allowances for traffic congestion. You will be asked to check into our electronic reception kiosk and don't forget to check in to the Safe WA/ Services WA app at the building entrance. During the interview, don't be afraid to ask a clarifying question, or for a question to be repeated. The interview is not designed to be a test, rather it is an opportunity for us to learn more about each other. Relate your responses to the requirements of the role as much as possible. Be open and honest. Please feel free to ask us questions that will help you decide if WATC is the right place for you.

If you have any questions about the information contained in this document, please contact **Nick Verkerk** on **0403 457 363** or nverkerk@beilbydt.com.au.

Thank you for your interest in WATC and good luck with your application.

Job Description

HEAD OF ADVISORY SERVICES

Business Unit:	Advisory Services
Applicable Award:	Banking, Finance and Insurance Award 2020
Reports to:	General Manager Client Services
Direct reports:	Principal Advisors, Senior Corporate Financial Advisors, Corporate Financial Advisors
Permanent / Fixed Term:	Permanent

WATC's Purpose

To provide financial solutions for the benefit of the Western Australian government sector.

WATC's Strategic Objectives

- Provide high quality, cost-effective products and services to the WA government sector.
 - Maintain access to domestic and international capital markets to ensure funds are raised to finance client borrowing needs in a timely and cost-effective manner.
 - Ensure the efficient, sustainable performance of WATC in accordance with the risk appetite of the WATC's Board.
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Position Objective

The objective of the position is to lead the delivery of high-quality, cost-effective financial and commercial advisory services to the Western Australian government sector. This includes building and maintaining strong and trusted client relationships, identifying and delivering advisory opportunities that meet client needs, leading a high-performing advisory team to deliver consistent, robust advice to support clients in making informed financial decisions to achieve their objectives and to realise the overarching goals of the State, and ensuring robust quality assurance over advisory services deliverables.

Position Outcomes / Outputs

- Delivery of high-quality, cost-effective advisory services with strong quality assurance and minimal rework.
- High levels of client satisfaction, trust, and repeat engagement.
- A sustainable pipeline of advisory opportunities aligned to client needs.
- Efficient and disciplined delivery of engagements within agreed budgets and timeframes.
- Strong and proactive stakeholder relationships across the WA Government sector.
- A high-performing, capable, and engaged advisory team.
- Consistent application and continuous improvement of advisory frameworks, tools, and practices.
- Support the ongoing evolution of the Advisory Services operating model to support growth, capability uplift, and improved delivery outcomes

Key Activities

Build and Manage Client Relationships

- Position WATC as a preferred provider of advisory services to the WA Government sector
- Develop and maintain trusted, senior-level relationships across the WA Government sector
- Act as a strategic advisor to key clients on financial and commercial matters
- Ensure ongoing engagement is proactive, coordinated, and responsive to client needs
- Influence major government decisions and broader State financial outcomes

Lead Advisory Engagement Delivery

- Oversee the planning, execution, and delivery of advisory engagements to ensure outputs are high quality, timely, and fit-for-purpose
- Provide strategic direction and technical oversight on complex or high-risk engagements
- Ensure advice is clear, evidence-based, and actionable for client decision-making
- Monitor and manage engagement budgets, resourcing, and utilisation
- Ensure delivery approaches are proportionate, efficient, and commercially disciplined
- Provide regular reporting on performance, pipeline, and delivery outcomes

Develop Advisory Pipeline and Opportunities

- Identify, shape, and secure new advisory engagements aligned to client priorities
- Maintain a forward-looking pipeline of opportunities
- Ensure services remain contemporary, relevant, and aligned to client needs

Lead and Develop the Advisory Team

- Lead, coach, and develop a high-performing team of advisory professionals
- Set clear performance expectations, priorities, and accountabilities
- Build team capability through mentoring, feedback, and structured development
- Promote knowledge sharing and consistency across engagements

Maintain Quality Assurance and Standards

- Establish and enforce robust quality assurance processes across all advisory outputs
- Conduct or oversee peer and senior reviews of key deliverables
- Drive consistency through standard methodologies, templates, and frameworks
- Continuously improve advisory frameworks, tools, and methodologies
- Maintain awareness of risks impacting service quality and delivery, escalating where required
- Ensure activities comply with WATC policies, delegations, and professional standards

All Employees will be expected to engage in ongoing education activities relating to professional development and contemporary work practices. Employees are also required to understand the organisations risk appetite and comply with policies and guidelines.

Behavioural Capabilities

- Stakeholder Management - Ability to proactively identify, engage and maintain productive relationships with individuals or groups who have an interest in or are affected by WATC's activities, decisions and outcomes.
- Influencing and Negotiating - Ability to shape outcomes and build agreement.
- Communication - Ability to exchange information effectively, using the most appropriate channel / tool.
- People Leadership - Ability to lead, coach and guide others, supporting development to maximise performance and facilitate engagement and wellbeing.
- Achievement - Ability to achieve priority outcomes, demonstrating proactivity and initiative.
- Continuous Improvement - Ability and drive to learn new tasks, identify and implement changes that resolve problems and / or improve efficiency, quality or productivity.

Technical Capabilities

- Financial and Commercial Advisory Expertise - Ability to provide strategic financial and commercial advice on complex government entity initiatives, transactions and arrangements.
- Financial Analysis and Problem Solving - Ability to analyse complex financial and commercial issues, evaluate options and develop practical, evidence-based recommendations.
- Advisory Engagement Leadership - Ability to scope, lead and oversee complex advisory engagements, ensuring high-quality delivery within agreed timeframes and budgets.
- Quality Assurance and Professional Standards - Ability to establish and maintain robust quality assurance frameworks, ensuring advisory outputs are accurate, consistent and fit for purpose.
- Commercial Acumen and Business Development - Ability to identify emerging client needs, develop advisory opportunities and engagement pipelines.
- Risk Management and Governance - Ability to identify and manage risks, ensuring advisory activities comply with governance, policy and professional standards.
- Public Sector Financial Management - Strong understanding of public sector financial management, government decision-making processes, budgeting frameworks and governance requirements (Desirable).

Qualifications

- A tertiary qualification in finance, economics, accounting, commerce, business or a related discipline.
- A postgraduate qualification (MBA, Master of Applied Finance or equivalent) (desirable).