

Justin Simonis

Email: justin.simonis@prometheanprojects.com | Mobile: +61 (0) 400 959 058

LinkedIn: au.linkedin.com/in/justin-simonis

Summary

- 16+ year career in the water industry and held a range of senior roles including Business Development Manager, Bid Manager, Alliance Manager, Project Manager and Commissioning Manager with iconic Australian organisations Lendlease / Abigroup Contractors.
- Successfully delivered bids and projects for local and state government owned corporations in joint venture and subcontract arrangements with construction partners including John Holland, UGL, Clough and McConnell Dowell and design partners including GHD, Arup, Advisian (WorleyParsons), SMEC and KBR
- An in-depth appreciation of the Australian construction industry (the water industry in particular), and how to successfully deliver infrastructure bids and projects. I understand front end strategic and commercial drivers, as well as day to day operations.
- A respected and effective team leader providing valuable input in relation to market developments; potential prospects; value propositions / winning strategies and budget reporting.
- A strong communicator with the ability to effectively engage and negotiate with all levels of management and have led numerous teams through the bid development process, and sizeable onsite teams through successful project delivery.
- Renowned for my strong work ethic and am a proven multi-tasker with excellent time management skills. I am also respected to my ability to liaise with, and engage, industry Clients, joint venture partners, designers, key stakeholders, senior management and project personnel to achieve critical targets and timelines.

Employment Summary

Promethean Projects Director	August 2016 – Present
Lendlease (formerly Abigroup Contractors) Strategy and Development Manager – Water (Acting) Business Development Manager Alliance / Project Manager Commissioning Manager / Engineer	February 2007 – July 2016
ITT Sanitaire Process Commissioning Engineer	March 2005 – December 2006
Veolia Water Industrial Outsourcing Process Commissioning Engineer	February 2004 – February 2005

Select Achievements

Procurement Models

- Successfully delivered expressions of interest, requests for proposals and tenders under a number of procurement models including
 - **Construct to Design** – Bowen and Proserpine Water Treatment Plants
 - **Design and Construct** – Melbourne to Geelong Pipeline
 - **Design Construct and Maintain** – State Water Metering Project
 - **Early Tenderer Involvement and Early Contractor Involvement** – Nambour Wastewater Treatment Plant
 - **Competitive Alliance and Conventional Alliance Frameworks** – Logan Water Alliance

Market Sectors

- Successfully responded to expressions of interest, requests for proposals and tenders in a range of market sectors including:
 - **Bulk Water Transmission** – Connors Dam to Moranbah and Moranbah to Alpha Pipelines
 - **Water Wastewater and Recycled Water Treatment Infrastructure** – East Nogoia Water Treatment Plant, Woodford and Cooroy Wastewater Treatment Plants and the Beenyup Advanced Water Recycling Plant
 - **Water and Wastewater Network and Treatment Plant Operations and Maintenance** – Hunter Water's Treatment Operations, Queensland Urban Utilities' Provision of Maintenance Services and Seqwater's Collaborative Maintenance Contract
 - **Delivery Partner** – Sydney Water's Lower South Creek Treatment Program

Strategic Entry Plans

- Developed a Business Plan to expand a construction business into the New Zealand market inclusive of market sector assessment; alignment to business strategy, SWOT analysis, likelihood of opportunity sustainability; competitive environment and gap analysis, possible strategic partners, expected procurement and contract mechanisms; and high level and immediate recommendations.
- Developed a Business Plan for business contribution to the Australian Water Association's International Development initiatives in Vietnam inclusive of Country Overview, Key Opportunity Information, Strategic Rationale, Funding Pipeline and Opportunity Budget.

Budget Control

- Managed corporate and bid budget development, control and reporting for budgets ranging from \$250,000 to \$1,000,000

Career History

Promethean Projects

August 2016 – Present

Director

Responsibilities

- Manage and programme bid development timelines and partner / senior management reviews
- Drive bid strategy development (value propositions / win themes)
- Facilitate workshops (bid kick-off, risk and opportunity, estimate review, document review etc.)
- Contribute technical content to schedule responses
- Develop delivery methodologies and corresponding estimates

Lendlease (formerly Abigroup Contractors)

April 2013 – July 2016

Strategy & Development Manager – Water | Acting (November 2014 – July 2016)

Business Development Manager – Water (April 2013 – October 2014)

Responsibilities

- Used market knowledge, relationships and industry networks to track day to day developments in the municipal and industrial water markets for the identification and development of business opportunities
- Generated Board level investment recommendation papers (Go / No Go submissions), inclusive of gap analyses, recommended strategic partnerships; value propositions (win themes), and bid budgets
- Developed Client Engagement Plans
- Ensured the achievement of business plan targets and pipeline reporting requirements via maintenance of the Business Opportunities Tracking System (CRM system)

- Contributed to routine Business Leadership Team Meetings
- Identified strategic industry participation opportunities including industry conferences and dinners etc. and prepared internal Sponsorship Evaluation Assessments
- Contributed to the development of one, three and five year Strategic Plans

Bid Manager and Technical Content Contributor (June 2010 – July 2016)

Responsibilities

- Secured key contributors (e.g. designers and joint venture partners) including drafting of Memorandum of Understanding documents.
- Managed and programmed bid development timelines and partner / senior management reviews
- Drove strategy development (value propositions / win themes)
- Facilitated workshops (bid ick-off, risk and opportunity, estimate review, document review etc.)
- Contributed technical content to schedule responses
- Developed delivery methodologies and corresponding estimates
- Managed budgets

Qualifications

- Bachelor of Technology Aquatic Resource Management from Central Queensland University
- Course in Plant Operation Sewerage and Wastewater Control

Professional Development

- Manage Compliance of Hazardous Areas
- Certificate IV in Safety Leadership - Construction (part) including Manage Conflict, Establish Effective Workplace Relationships, Promote Team Effectiveness, Establish Effective Positive Safety Culture Programs and Manage Construction Industry OHS Legislation
- SureTrak Project Manager

Volunteer Affiliations

- Australian Water Association – Queensland Branch Committee July 2014 – Present
 - Vice President July 2016 – Present
- Australian Water Association – Young Water Professionals Specialist Network November 2010 – May 2015
 - National Chair April 2014 – May 2015
 - National Representative Committee Member (Queensland) February 2013 – May 2015
 - Queensland Vice President and Regional Representative February 2012 – February 2013
 - Queensland Mentoring Coordinator February 2011 – February 2012

Referees

For more detailed information on the above, information on earlier roles or referees, please do not hesitate to contact me.