COMMERCIAL CONTRACTS LEAD – AMPYR DISTRIBUTED ENERGY

Position Description

Position	Commercial Contracts Lead	**Reporting Manager**	Head of Distributed Delivery and Group Procurement
Location	Sydney, Australia	**Reports**	No direct reports

Our Company

AGP Sustainable Real Assets (**AGP**) is a global asset management group, investing in, developing and operating sustainable infrastructure.

AGP focuses on deploying capital into platforms, businesses and assets focused around three investment themes:

- Renewable Energy,
- Sustainable Communities & Infrastructure, and
- Natural Capital.

Each AGP platform, business and asset is to be measured and monitored against the positive contribution they make to the United Nations Sustainable Development Goals (UNSDGs) and how they contribute to a net zero GHG emissions future.

Among its various investment platforms, AGP has established AMPYR Energy (**AMPYR**) which develops, owns and operates renewable energy assets around the world.

AMPYR Australia:

- Owns a 23MW portfolio of C&I solar assets across 130+ sites and is developing a 300MW portfolio of distributed BESS assets (**AMPYR Distributed Energy** or **ADE**), comprising 60 x 5MW battery sites with all sites planned for deployment by mid-2028.
- Is constructing the 300MW/600MWh Bulabul 1 BESS project along with a rapidly growing pipeline of more than 2500MW of utility energy storage projects.

AGP is committed to conducting its business consistent with its values and expects team members to be aligned with these values: Integrity, Sustainability, Profitability, Collaboration and Growth.

AGP's head office is in Singapore with operations in Australia, UK, Europe, US and India; a rapidly expanding organisation with over 600 employees.

Purpose

Reporting to the Head of Distributed Delivery and Group Procurement, the Commercial Contracts Lead is the single point of accountability for ADE's delivery and service contracts from FID handover. Its scope spans OEM BESS supply, BOP and construction, DNSP connection, O&M and long-term service agreements, and site lease and licence agreements.

The role controls contract execution, conditions precedent (CP) and obligations compliance, assesses the entitlement and quantum of variations, and leads claims management to protect ADE's commercial position across a high-volume, multi-site, split-contract delivery

structure. The role works closely with Project Managers, Project Coordinators, Legal, Development, Finance and Asset Management teams so that projects progress through FID, construction and COD safely, on time, within budget, in compliance with AMPYR's HSSE framework and within ADE's governance framework.

Key Responsibilities

Commercial Strategy and Contracting Model

- Maintain ADE's commercial contracting strategy, covering contract packaging, risk allocation and the interfaces between OEM supply, BOP, connection and service contracts.
- Establish standard commercial positions, negotiation playbooks and precedent forms for key terms, such as price and payment, milestones, liquidated damages, caps, security, warranties, defects and change, for repeatable multi-site deployment.
- Lead or support the negotiation of new supply, construction, service and land agreements with Procurement, Development and Legal, consistent with the contracting strategy, budget and financing requirements.
- Prepare commercial inputs to Investment Committee, Stage Gate and DOA papers, identifying risk allocation, departures from standard positions and residual exposures.

Contract Administration and Performance

- Administer ADE's delivery and service contracts day-to-day, providing authoritative interpretation to Project Managers and issuing contractual notices, including delay, extension of time, milestone and practical completion, with Legal input.
- Own the response to contractor payment claims, issuing payment schedules within security of payment timeframes, based on progress verified by the Scheduler / Project Controls Analyst and confirmed by the Project Manager.
- Monitor contractor and supplier performance, identify non-performance early and enforce ADE's rights and remedies, using standard templates for notices, payment responses and variation directions.
- Embed and enforce HSSE obligations through ADE's contracts, including principal contractor appointments, contractor WHS management plans and HSSE reporting, managing non-compliance through contractual remedies with the HSSE team.

Contract Execution, Conditions Precedent and Obligations

- Own contract execution, including settling execution versions and securing approvals under ADE's delegations of authority, and coordinate amendments, novations, assignments and deeds of extension, with Project Coordinator support.
- Own the central contract register and repository, setting the standards and workflows Project Coordinators use to keep records complete and version-controlled.
- Own CP tracking for ADE's project contracts, and review and sign off CP checklists supporting FID, notice to proceed and other key milestones.
- Receive development-phase agreements, including site leases and licences and DNSP connection agreements, from the Development team at FID handover, capturing their obligations, CPs and key dates.

- Own the obligations and key-dates calendar, including contract milestones aligned to the portfolio schedule, notice periods, options, insurances, warranties, defects liability periods and expiries, flagging upcoming deadlines and potential breaches.
- Support the Finance team in managing security instruments, such as bank guarantees and parent company guarantees.

Variations, Claims and Disputes

- Own variation and change control, from change request or contractor notice through assessment, negotiation, approval and direction, with the Scheduler / Project Controls Analyst maintaining the variations register and its link to cost reporting and forecasts.
- Determine the entitlement of variations and agree quantum, drawing on the Scheduler / Project Controls Analyst's cost and time assessment, and agree each assessment with the responsible Project Manager.
- Capture change arising from site conditions, DNSP requirements, design development and supply, BOP and connection interfaces, including consequential impacts on other contracts.
- Lead the assessment of contractor claims, extension of time, delay and disruption, risk and force majeure notices, determining validity and entitlement, drawing on delay analysis from the Scheduler / Project Controls Analyst.
- Prepare and issue ADE's own notices and claims, including back-to-back claims, and pursue recovery of liquidated damages and other amounts owed, supported by contemporaneous records.
- Manage commercial disputes and interface issues, escalating to Legal and external advisers where required.

Commercial Risk, Reporting and Stakeholders

- Monitor emerging commercial risks, such as interface, sequencing, supply chain and counterparty credit, including and keep obligations, warranties and liability regimes consistent across supply, BOP, connection and service contracts.
- Support the Finance team, which owns ADE's finance documents and lender relationships, by identifying where contract events require lender notification or consent and providing the information needed.
- Transition contracts to Asset Management at COD, ensuring warranties, performance guarantees, defects obligations and service arrangements are documented and enforceable.
- Prepare regular commercial reporting for the Head of Distributed Delivery and Group Procurement and project governance forums, covering variations, claims, disputes, payment status and commercial risk.
- Guide and quality-assure the contract administration work of Project Coordinators, agreeing priorities with Project Managers, and improve commercial processes, templates and tools, including automation and AI.

Qualifications and Experience

Essential

- Bachelor's degree in law, commerce, construction management, engineering or a related discipline.
- 8+ years' experience in commercial or contract management roles within energy, renewables, infrastructure or construction projects in Australia, including in a lead or senior advisory capacity.
- Demonstrated experience administering and enforcing construction, supply and service contracts (for example AS 4000, AS 4902, FIDIC or bespoke EPC/BOP and supply forms) from the principal's side.
- Proven track record in assessing variations and claims, including extensions of time, delay and disruption, and in negotiating commercial outcomes.
- Strong working knowledge of payment claim processes and security of payment legislation, risk allocation, liquidated damages, security and dispute resolution mechanisms.
- Working knowledge of WHS legislation as it applies to construction and supply contracts, including principal contractor obligations and contractor safety management requirements.
- Experience developing commercial contracting strategy and negotiating contract terms with suppliers and contractors.
- Experience managing contract execution, conditions precedent and obligations tracking, ideally in a project finance or multi-project environment.
- Ability to translate complex contractual positions into clear advice and recommendations for senior management and governance forums.
- High attention to detail and strong organisational skills to manage high document volumes and competing deadlines across multiple sites.
- Excellent written and verbal communication, negotiation and stakeholder management skills.

Desirable

- Experience with distributed BESS projects, including DNSP connection agreements and customer or site host agreements.
- Experience supporting projects delivered under split or multi-contract structures, including OEM supply, BOP and connection interfaces.
- Exposure to project finance transactions, including lender consent processes and reporting.
- Postgraduate qualification in construction law, commercial management or a related field.
- Interest in, or experience with, using AI and technology to improve commercial and contract processes.

Behavioural competencies • Sound commercial judgement, with the confidence to take and defend a position on entitlement and quantum. • Analytical and evidence-based, with meticulous attention to detail. • Strong negotiator who protects ADE's position while maintaining constructive counterparty relationships. • Proactive and organised, able to manage multiple contracts and sites simultaneously and follow issues through to resolution. • A high level of confidentiality, discretion and professional integrity. • A strong commitment to safety, with HSSE treated as a non-negotiable contractual and commercial priority. • A hands-on, adaptable approach suited to a fast-paced, growth-stage platform.
We offer • Prime Sydney CBD location with hybrid and flexible working arrangements. • Competitive remuneration and performance-linked bonus potential. • Growth opportunities within an international and dynamic organisation.

This job description serves to illustrate the scope and responsibilities of the role and is not intended to be an exhaustive list of duties. The successful candidate will be expected to perform other job-related tasks as needed by the business.