



Commercial Asset Analyst

CFO Group

Team:	Treasury and Insurance	Location:	Wellington
Reports to:	Structured Finance Manager - Treasury	Job family:	Finance
Role Type:	Full Time	Salary:	

About Us

KiwiRail’s Role in Aotearoa, New Zealand

KiwiRail delivers sustainable and inclusive growth for our customers, our communities and our people. For more than 150 years, rail in New Zealand has connected communities, delivered goods and people around the country and showcased our spectacular scenery to the world. Our purpose 'Stronger Connections, Better New Zealand,' speaks to connected people, networks, journeys, experiences, and ways of working that move KiwiRail, the transport sector and New Zealand forward.

Our Workplace

At KiwiRail our values define the behaviour we expect from everyone. We have a team of over 4500 people and every connection we make with each other, our union partners, our customers and all our stakeholders must be of the highest standard.



Health, safety and wellbeing is our number one priority. Good safety is good business

About the Role

Purpose of the role

The Commercial Asset Analyst plays a critical role in supporting KiwiRail's strategic asset management and commercial decision-making. This role is responsible for delivering high-quality financial and asset performance analysis to inform investment decisions, optimise asset lifecycle costs, and improve asset utilisation. The analyst will work closely with internal stakeholders to ensure asset strategies align with operational requirements and long-term business objectives.

Key Accountabilities

- Conduct detailed financial and commercial analysis of KiwiRail's asset portfolio to support strategic planning.
- Develop and maintain asset performance dashboards and reporting tools.
- Support the preparation of asset management plans and capital investment proposals.
- Developing and regularly reviewing asset charge out rates, processes, reporting and communication
- Monitoring, reporting and balancing asset charge memorandum accounts
- Ensure compliance with financial policies, procedures, and regulatory requirements.
- Collaborate with operational teams to identify opportunities for asset optimisation.
- Provide insights and recommendations to management on asset-related decisions.
- Focus on ensuring effective and efficient provision of assets, for frontline staff to perform their roles

Key challenges

- Navigating complex and diverse asset data to produce actionable insights.
- Balancing commercial objectives with operational constraints and service delivery requirements.
- Supporting decision-making in a dynamic infrastructure environment with evolving priorities.
- Ensuring alignment between asset strategies and broader organisational goals.
- Managing stakeholder expectations across multiple business units.

Key Relationships		Manage /Lead	Deliver to	Collaborate with	Advise or inform
Here are the key relationships relevant to this role					
Internal	Commercial Finance Team		✓	✓	✓
	Financial Accounting Team		✓	✓	✓
	Business Unit Contacts		✓	✓	✓
	Asset Management Teams		✓	✓	✓
External	Suppliers		✓	✓	✓
	Fleet Management Providers		✓	✓	✓
	Customers		✓	✓	✓

What you will do to contribute

Health Safety and Wellbeing	<ul style="list-style-type: none"> • Promote a culture of safety and wellbeing within your team • Respond effectively to safety incidents and near-misses • Support team members' physical and mental health
Customer Focus	<ul style="list-style-type: none"> • Provide a positive customer experience • Support a customer-focused culture at KiwiRail • Know our services well and explain them to customers • Respond quickly to customer needs • Develop solutions to meet customer requirements • Solve complex customer issues • Work with colleagues to improve customer outcomes
High Performing Teams Skills	<ul style="list-style-type: none"> • Set clear performance standards aligned with KiwiRail's goal • Build a supportive and cooperative team environment • Provide timely and constructive feedback • Actively seek diverse perspectives in problem-solving • Identify opportunities for coaching and mentoring
Commercial Acumen	<ul style="list-style-type: none"> • Plan and monitor resource allocation to achieve team objectives • Consider financial implications when making recommendations • Understand and comply with procurement guidelines • Work with suppliers to ensure quality outcomes • Recognise how financial decisions impact KiwiRail's overall position
Project Governance	<ul style="list-style-type: none"> • Follow governance frameworks and systems • Improve and maintain probity standards • Implement project management best practices
Risk Management	<ul style="list-style-type: none"> • Choose and adapt appropriate risk management frameworks • Identify and forecast risks, issues, and opportunities in projects • Implement risk controls and engage stakeholders in risk management
Asset management	<ul style="list-style-type: none"> • Apply asset management policies • Implement asset management frameworks • Develop asset management plans • Analyze asset strategies • Address service demand through asset planning

Decision Making

The Commercial Asset Analyst is responsible for delivering insights and recommendations that support strategic and operational decisions across KiwiRail's asset portfolio. The role requires sound judgment, analytical rigour, and the ability to interpret complex data to guide asset-related choices.

Key decision-making requirements of the position include:

- Conducting financial and performance analysis to inform asset management and optimisation.
- Recommending strategies for asset lifecycle management and utilisation.
- Supporting capital planning and prioritisation through commercial evaluation.
- Identifying opportunities for operational efficiency and cost reduction.
- Advising stakeholders on asset-related risks, opportunities, and performance trends.
- Ensuring decisions align with KiwiRail's strategic objectives and operational needs.

Human Resources Delegations	Nil
Direct reports	0
Finance Delegations	Nil
Budget (operating and capital)	Nil
Travel Delegations	Nationally as required
Statutory powers	Nil

Physical demands and the nature of work

This role is administration-based and requires:

- prolonged sitting and high computer usage
- limited walking, standing, twisting, bending (at the waist), crouching (bend knee)
- carrying of laptop and paperwork when alternating between home and office
- limited lifting of up to 7 kg archive boxes

Your role may include other tasks suited to your level, as your manager directs. This job description shows your current duties. We'll review and update it with you if your responsibilities change.

About you

Knowledge and experience

- You're skilled in analysis and can interpret complex financial and asset data.
- You have 5+ years of experience in commercial analysis, asset management, or a related financial discipline
- You can use computer tools for information management
- You know how to investigate issues

Ways of working / Work-related qualities

- You communicate well at all levels
- You make good decisions, are politically aware, and take a practical approach to problem-solving.
- You're flexible and thrive in dynamic environments
- You focus on customers' needs
- You have a commercial mindset and have a commercial mindset
- You value diversity and help create an inclusive workplace

Other Requirements

- You can pass regular drug and alcohol screenings
- You have a current and valid NZ Driver's Licence

Qualifications

You need either:

- You have a degree in finance, economics, commerce, or a related field.
- You have a post tertiary education experience

And

- You hold relevant industry certifications

**CREATING
STRONGER
CONNECTIONS**

The KiwiRail logo, featuring the word "KiwiRail" in a bold, sans-serif font, followed by a stylized graphic of a kiwi bird's tail feathers.