



Senior Analyst – Financial Modelling & Forecasting (Ferry Replacement Project (FRP))

Position Description

Team:	Commercial – Customer & Growth	Location:	Millennium
Reports to:	General Manager Commercial – Customer & Growth		
Role Type:	Permanent		

About Us

KiwiRail’s Role in Aotearoa, New Zealand

KiwiRail, a proud State-Owned Enterprise, delivers sustainable and inclusive growth for our customers, communities, and people.

For more than 150 years, rail in New Zealand has connected communities, delivered freight and passengers around the country, and showcased our spectacular scenery to the world. Our purpose—Hononga Whaikaha, Oranga mo Aotearoa (Stronger Connections, Better New Zealand)—speaks to connection with our customers and the future needs of their businesses, connection with the communities we serve and operate in, and connection with each other. KiwiRail is carrying this legacy into the future, delivering connected rail and shipping transport services that create economic, social, and environmental value for New Zealand and New Zealanders.

Our Workplace

At KiwiRail, our values define the behaviour we expect from everyone. We have a team of over 4,500 people, and every connection we make with each other, our union partners, our customers and all our stakeholders must be of the highest standard.



Safety, health, and well-being are our number one priority, ensuring our people return home safe and healthy every day.

About the Role

Purpose of the role

KiwiRail is in a phase of significant transformation to modernise and grow our rail and Interislander ferry services in Aotearoa.

The **Senior Analyst – Financial Modelling & Forecasting (Ferry Replacement Project)** is responsible for developing, maintaining, and continuously improving KiwiRail's long-range financial forecasting model for the new ferry operation (FY30–FY59) and for the preparation and transition phase (FY27–FY29). The role produces integrated three-way financial statements (P&L, Balance Sheet, Cashflow) with scenario and sensitivity capability. The Senior Analyst – Financial Modelling & Forecasting FRP leads demand analysis and forecasting for rail freight and ferry businesses as it relates to the ferry business, ensuring insights flow into the FRP financial model, operational planning, and governance decision-making. This is a specialist individual contributor role requiring deep analytical expertise, commercial judgement, and the ability to translate complex modelling outputs into clear recommendations for senior stakeholders.

Key Accountabilities

Within the area of responsibility, this role is required to:

- Develop and maintain long-range financial model for the FRP, ensuring internal consistency across the three-way financial statements (P&L, Balance sheet and Cashflow) and robust scenario analysis.
- Lead demand analysis and forecasting for rail freight and ferry businesses, integrating insights into financial and operational planning as it relates to the FRP.
- Integrate data from multiple sources and systems, ensuring accuracy, auditability, and alignment with business planning processes.
- Define FRP model update plan in relation to the FRP milestones and governance cadence.
- Project manage the update from FRP stream leaders into the FRP model according to the pre-agreed plan.
- Communicate modelling outputs and recommendations clearly to governance forums and senior stakeholders.
- Work with the Strategic Performance and Financial Controller teams to align modelling with wider financial modelling being undertaken in the business that supports Statement of Corporate Intent, IBP planning, Network Economics, Cash Generating Unit valuations, inputs into the wider KiwiRail consolidated financial model.

Key challenges

- Managing a 30-year modelling horizon with inherently uncertain inputs, requiring disciplined assumptions governance and clear communication of confidence levels and risks.
- Bridging the gap between short-term IBP forecasts (0–3 years) and long-term strategic plans (10–30 years), ensuring consistency and traceability across horizons.
- Working across multiple data sources and systems (SAP, Amicus, Power BI, Excel) that are not fully integrated, requiring manual reconciliation and strong data management discipline.
- Balancing competing demands across two distinct business lines (Rail Freight and Ferry) with different data sources, market dynamics, and planning cycles.

Key Relationships Here are the key relationships relevant to this role		Manage /Lead	Deliver to	Collaborate with	Advise or inform
Internal	General Manager Commercial – Customer & Growth		✓	✓	✓
	Ferry Replacement Team			✓	✓
	Group Manager Strategic Performance and Property		✓	✓	✓
	Commercial (Pricing, Sales, Revenue Management)			✓	✓
	Finance (FP&A, Management Reporting)			✓	✓
	Operations & Network Planning			✓	
	IBP Programme Team			✓	
	Interislander Commercial & Planning			✓	
	Enterprise Architecture / ICT			✓	
External	Crown / Treasury / FHL			✓	
	External advisors / auditors				

What you will do to contribute

Health Safety and Wellbeing

- Implement safety procedures and ensure team compliance
- Analyse workplace risks and develop mitigation strategies
- 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

- 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

- 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

- 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

Long-Term Financial Forecasting (FY30-FY59)

- Own the end-to-end long-range financial model for the new Interislander ferry operation, producing integrated P&L, Balance Sheet, and Cashflow forecasts across a 30+-year horizon.
- Ensure internal consistency across all three statements (revenue, Opex, capex, depreciation, working capital, debt/funding, provisions, and Crown Returns obligations).
- Maintain clear version control, assumption registers, and change logs to ensure auditability and decision-readiness for governance forums (ESG, PGB, Board).

Demand Analysis – Ferry Businesses (CV & Passengers)

- Own the Interislander demand & supply model for commercial vehicles (CV), passenger vehicles (PV), foot passengers, and rail freight across Cook Strait, incorporating market share dynamics, competitor capacity (Bluebridge), and modal choice factors.
 - Maintain and refresh demand growth assumptions using best available sources: NFDS annual growth forecasts for freight (0.72%–0.78%), Tourism NZ / Tourism Export Council estimates for passenger vehicles, and Statistics NZ population growth for domestic tourism.
 - Model capacity utilisation by sailing, time-gate, and season for both the 2-ship transition period (FY26–FY29) and the new-ship operating model
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(FY30+), identifying capacity constraints, market spill, and revenue optimisation opportunities.

- Translate demand outputs into revenue forecasts by segment (Rail, CV, PV, Foot Pax, OBS/Misc.), feeding directly into the long-term financial model.

**Scenario Modelling,
Sensitivities & Decision
Support**

- Develop and maintain scenario sets (e.g., demand shocks, capacity timing changes, pricing/yield variations, cost escalations, drydock impacts) across both the ferry affordability model.
- Produce sensitivity analyses (e.g., tornado charts) identifying key value drivers, break-even points, and decision thresholds to support investment cases, affordability assessments, and Crown/Treasury submissions.
- Communicate modelling outputs and narrative clearly to governance forums, translating technical results into actionable commercial recommendations.

**Data Integration, Process
Improvement &
Stakeholder
Collaboration**

- Integrate inputs from core systems and planning sources — SAP (actuals/financial baselines), Amicus/CTMS (demand/volume/operational data), Power BI (reporting), and manual sources (asset management plans, macroeconomic overlays) — into a repeatable, documented modelling process.
 - Partner with FP&A, Management Reporting, Pricing, Operations, Asset Management, and the Enterprise Architecture/IBP programme team to ensure alignment of assumptions across short-term and long-term planning horizons.
 - Proactively identify opportunities to improve model efficiency, reduce manual effort, and support the transition from spreadsheet-led modelling to future IBP software solutions.
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Decision Making

The position is accountable for the provision of advice to project team members and relevant stakeholders on day-to-day operational decisions.

Key input requirements from the position include:

- Updating Project management weekly governance to support delivery decisions
- Informing the Project Risk management of Model sensitivity changes
- Updating Project planning and scheduling decisions with FRP model plan requirements

Human Resources Delegations	Nil
Direct reports	0
Finance Delegations	Nil
Budget (operating and capital)	Nil
Travel Delegations	Nil
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

These are day one things that people need to do their job.

- You have demonstrated expertise in financial modelling, including integrated three-way financial statements over long-range horizons.
- You have strong experience in demand analysis and forecasting, ideally within transport, logistics, or asset-intensive industries.
- You are highly proficient in Excel and familiar with Power BI for data extraction and reporting.
- You have experience working with multiple, imperfect data sources and building robust, auditable processes.
- You have strong commercial acumen and understand how demand, pricing, capacity, and cost dynamics interact.

Ways of working / Work-related qualities

These are how people work

- You communicate complex information clearly and adapt your style for different audiences.
- You collaborate effectively across teams and functions, supporting a positive and inclusive culture.
- You take ownership of your work, demonstrate sound judgement, and proactively seek opportunities for improvement.
- You are resilient and adaptive in the face of change and ambiguity.

Other Requirements

- You can pass any required background checks and comply with KiwiRail's safety and conduct standards.

Qualifications

You need either:

- You have a tertiary qualification in Finance, Economics, Engineering, or a quantitative discipline, or equivalent industry experience.