



Commercial Partner Procurement (LM11136)

Sydney, New South Wales, Australia (Hybrid)

ASX: Powering Australia's financial markets

Why join the ASX?

When you join ASX, you're joining a company with a strong purpose – to power a stronger economic future by enabling a fair and dynamic marketplace for all.

In your new role, you'll be part of a leading global securities exchange with a strong brand. We are known for being a trusted market operator and an exciting data hub.

Want to know why we are a great place to work, visit our [careers page](#) to learn more.

We are more than a securities exchange!

The ASX team brings together talented people from a diverse range of disciplines.

We run critical market infrastructure, with 1 in 3 people employed within technology. Yet we have a unique complexity of roles across a range of disciplines such as operations, program delivery, financial products, investor engagement, risk and compliance.

We're proud of the diversity of our organisation and the culture of inclusion that all our people help to build every day. Our employee-led groups are known for celebrating cultural and religious events, championing LGBTIQ+ inclusion, inspiring giving and volunteering, promoting gender equality, and wellbeing. We are an Employer of Choice for Gender Equality (WGEA) and a member of the Champions of Change Coalition for the advancement of gender equality in Australia.

About the team:

This team is responsible for the frameworks and capability that underpin the new end-to-end Supplier lifecycle at ASX. You will be responsible for third party spend including indirect and direct, technology and non-technology categories and sourcing assigned to them, including development and execution of sourcing strategies aligned with the overall ASX strategy. You will collaborate with internal teams, business units and senior management to align sourcing strategies with business needs. You will also ensure the procurement frameworks and processes across ASX are challenged, improved, and consistently applied.

What you will be doing:

- Lead negotiations for contracts including terms, pricing and service level agreements keeping in-line with global terms and structure for technology infrastructure, SaaS, cyber and Cloud.
- Ability to translate business and regulatory requirements into contractual language.
- Enable ASX Contract Owners to comply with regulatory and best practice governance requirements.



- Enable ASX Contract Owners to identify assets and manage vendors, ensuring they meet cost, performance and regulatory criteria.
- Support the ASX annual operating plans and quarterly business reviews
- Risk management – ensure responsible practices are being met and comply with company objectives, manage contracts, including settling disputes and ensuring that a supplier meets expectations

What you will bring:

Must have

- Minimum 8 Years of procurement and / or vendor management experience – a background in financial services industry would be highly regarded.
- Experience in negotiations including clear understanding of effective negotiation tactics and adequate preparation
- Experience of developing and implementing Category Strategies
- Ability to forge strong internal and external relationships, quickly establishing credibility and developing trust,
- Excellent collaboration, communication skills
- Understands and interprets complex data sets and articulates complex information and reports into simple, digestible terms
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- A growth mindset, and the willingness to learn and grow
- Most importantly, you will be passionate about our ASX Values and exceeding customer expectations.
- Courage – Challenges and identifies errors when information contradicts their understanding of the business.

Nice to have

- CIPs or equivalent procurement, vendor management and contract management accreditation
- Bachelor degree in Finance, Commerce, Law or Technology
- Procurement ops or analytics experience

We make hiring decisions based on your skills, capabilities and experience, and how you'll help us to live our values. We encourage you to apply even if you don't meet all the criteria of this role. If you need any adjustments during the application or interview process to help you present your best self, please let us know.

At ASX Group, our diverse workforce is essential to build and maintain a fair and dynamic marketplace. We support flexible working and offer hybrid working options. Even if our roles are advertised as full-time, we encourage you to apply if you are interested in part-time or other flexible working arrangements.

We will arrange for successful candidates to have background checks, including reference and police checks completed as part of the on-boarding process.

Recruitment Agencies: ASX does not accept any unsolicited agency resumes and will not be responsible for any fees related to unsolicited resumes.