



EMILY ALFORD PRINCIPAL CONSULTANT

BA (Hons) Accounting and Finance,
Kingston University, UK

Credit in Migration Law from Deakin
University, Victoria, Australia

Member of the Australian Institute of
Energy (MAIE).

PRIOR PROFESSIONAL HISTORY

2018 -	Principal Consultant, Oakley Greenwood
2015 - 2018	Electricity Category Lead, South 32
2008 - 2011	Electricity Sourcing Specialist, Rio Tinto
2010 - 2010	Procurement Analyst (Rail), Rio Tinto
2007 - 2007	Business Analyst, Electricity Major Accounts, Synergy
2006 - 2006	Wholesale Electricity Trader, Synergy
2005 - 2006	Business Unit Developer, Paisleys Accountants and Advisers
2004 - 2005	Site Assistant Accountant/Analyst, Carter Holt Harvey Pinepanels
2002 - 2003	Environmental Products Portfolio Manager, Energex Retail Pty Ltd
2001 - 2001	Commodities Controller: Oil Trading, Morgan Stanley
2001 - 2001	Bond Options Controller, Barclays Capital
2000 - 2001	Global FX P&L Reporting, Deutsche Bank
1998 - 2000	Treasury Performance Measurement Analyst, Shell International
1998 - 1998	Financial Systems Support, Amerada Hess Ltd
1998 - 1998	Business Analyst Assistant, BP Oil Trading

EDUCATION

- BA (Hons) Accounting and Finance, Kingston University, UK.
- Attended Queensland University of Technology short course in Contract Law for Non-Lawyers
- Credit in Migration Law from Deakin University, Victoria, Australia
- Graduate of Leadership WA: Rising Leaders Program 2013
- Attended 4-day 'Speakership' workshop by Matt Church, Nov 2013
- Completed 3-day ENS Negotiation Skills Training, Aug 2017

RELEVANT EXPERIENCE

South 32, Perth WA

Electricity Category Lead – responsible for optimising the Australian Electricity supply contract portfolio (Aug 2015 – June 2018)

- Managed a contract portfolio of \$200M p.a. spend, with a range of connections: remote energy supply (gas and diesel fired), grid-connected, embedded generation, renewables.
- Identified and delivered \$30M pa recurring cost savings.
- Developed and led \$100M+ bespoke tender process and contract negotiation for long-term PPA.
- Led a team to resolve a long-running dispute settlement with an industry-first solution.
- Developed electricity supply strategies in 5 states across Australia (WEM, NEM, remote).
- Presented to and influenced senior leadership on energy supply strategy and major contract approvals.
- Developed and managed relationships with a range of external stakeholders - retailers, network service providers, regulators, market operators, power station owner-operators.
- Developed and managed relationships with internal stakeholders - senior leaders, operations, supply, finance, legal, investment.
- Financial modelling and analysis of commercial opportunities.
- Reviewed and analyzed contracts to develop legal and commercial risk management strategies.
- Developed opportunities with key vendors to create value on existing and new contracts.
- Project managed and liaised with a small team of external consultants in energy markets, technical feasibility and legal.
- Worked with operations teams to develop their energy market knowledge.
- Contracted for electricity-related environmental products (LGCs, ACCUs)
- Developed gas supply opportunities in conjunction with the Gas Category Lead.
- Mentored members of a Graduate Project to develop and approve a sub-category supply strategy.

Rio Tinto, Perth WA

Electricity Sourcing Specialist – developed and delivered the electricity supply strategy in the WA Electricity Market (WEM), and under the Renewable Energy (RET) legislation. (Oct 2008 – Dec 2011)

- Developed and delivered electricity purchasing contract strategy for Hlsmelt.
- Engaged and developed relationships with internal and external stakeholders - retailers, market operator, legal, finance, operations.
- Worked with internal and external parties to develop a mutual understanding of relevant legislation.
- Prepared and delivered bespoke tender processes.
- Undertook bid evaluation and prepared contracting recommendations.

- Developed and reviewed contract terms and advised on potential commercial and financial risks.

Rio Tinto, Perth WA

Procurement Analyst (Rail) - providing analytical support to the Rail team in Procurement. (Jun 2010 – Sep 2010)

- Reviewed rail maintenance service contracts; advised on commercial risks.
- Developed analytical tools to reconcile past payments and create forecast cost modelling.
- Created KPI reporting spreadsheet for use across a range of rail service providers.

Synergy, Perth WA

Business Analyst, Electricity Major Accounts – provided general analytical support to the Corporate and Government Sales team relating to business systems, processes and contract terms. (Apr 2007 – Jul 2007)

- Provide advice on modifications to existing business processes and systems to improve data integrity and ease of data analysis.
- Create user-friendly spreadsheets and small databases (using existing data streams) to enable easy analysis of sales and customer data, including visual presentation (graphics).

Synergy, Perth WA

Wholesale Electricity Trader – part of a team to develop and implement the procurement and portfolio management strategy as a new retailer in a new electricity market in WA (WEM). (Mar 2006 – Sep 2006)

- Reviewed and modified legacy contracts to work under new electricity market rules.
- Developed and delivered Trading Risk Policy.
- Developed working knowledge of the complex market rules of the new electricity market and associated vesting arrangements.

Paisleys Accountants and Advisers, Tumut NSW

Business Unit Developer – responsible for driving the start-up of a new business unit providing Self Managed Superannuation Fund (SMSF) tax compliance and reporting to other accounting and advisory practices. (Jul 2005 – Feb 2006)

Carter Holt Harvey Pinepanels, Tumut NSW

Site Assistant Accountant/Analyst – worked with the Commercial Manager to produce and present financial information and analysis. (Jun 2004 – May 2005)

- Developed a new \$75m budget spreadsheet with additional tools for greater variance analysis.
- Developed modelling, analysis and reporting tools for decision-making.
- Wrote successful site capital applications for senior management, including commercial assessment.
- Produced and presented financial reporting for site and senior management.

Energex Retail Pty Ltd, Brisbane QLD

Environmental Products Portfolio Manager – responsible for ensuring that Energex met its state and federally legislated obligations and voluntary liabilities for renewable energy and greenhouse gas abatement. (Oct 2002 – Dec 2003)

- Managed a portfolio of renewable energy & greenhouse gas credit products in emerging markets, with a total risk value of up to \$200m pa.
- Led and closed a \$45M, 5 year contract for delivery of RECs to meet liability.
- Developed and delivered long-term trading and portfolio management strategies for Board approval.
- Built commercial evaluation models for prospective contracts.
- Wrote regulatory submissions and gave presentations to federal and state government bodies.
- Contributed to the development of industry standard contract documentation for environmental credits.

Energex Retail Pty Ltd, Brisbane QLD

Environmental Products Portfolio Analyst – responsible for developing and producing analysis and reporting for the environmental products portfolio. (Feb 2002 – Sep 2002)

- Analysed and reported on Energex's ability to meet its state and federally legislated obligations and voluntary liabilities for renewable energy purchasing.
- Built data modelling systems to monitor and forecast purchasing requirements
- Developed knowledge and commercial understanding of current and prospective contracts.
- Consulted and attended discussions with state and federal government departments and other organisations.

Morgan Stanley, London UK

Commodities Controller: Oil Trading – responsible for daily analysis and reporting of profit/loss of trading desk. (Jul 2001 – Nov 2001)

Barclays Capital, London UK

Bond Options Controller – responsible for daily analysis and reporting of profit/loss of trading desk. (Feb 2001 – Apr 2001)

Deutsche Bank, London UK

Global FX P&L Reporting – responsible for daily collation of global profit/loss figures for FX trading desks. (Nov 2000 – Jan 2001)

Shell International Ltd, London UK

Treasury Performance Measurement Analyst – responsible for reporting trading performance against market benchmarks. (Oct 1998 – Jun 2000)

- Produced monthly and quarterly performance measurement reports for the Committee of Managing Directors.
- Involved in a treasury-wide project to design and implement a new Treasury Management System.
- Worked closely with the IT department to design, test and implement a new performance measurement reporting database.

Amerada Hess Ltd, London UK

Financial Systems Support – part of a small team supporting an Oracle financial accounting system. (Jul 1998 – Sep 1998)

BP Oil Trading, London UK

Business Analyst Assistant – producing monthly performance reporting for crude oil trading desk. (Jul 1997 – Feb 1998)