



Sydney, NSW

KEY ACHIEVEMENTS

25+ yrs

Procurement & commercial leadership

\$2.5B+

Portfolios managed

\$350M+

Verified savings delivered

1,100+

Contracts delivered

EDUCATION

Master of Supply Chain Mgmt (Distinction)
Southern Cross University

Bachelor of Business (Credit)
University of Technology Sydney

SKILLS

- Procurement & category management
- Commercial management & negotiation
- ICT & digital procurement (SAP, Ariba, Oracle, JDE)
- Strategic sourcing & business transformation
- Supplier & contract performance
- Team leadership & capability uplift
- ICT assurance & gateway reviews

TRAINING / COURSES

- Advanced Diploma of Government (Strategic Procurement), NSW TAFE
- Diploma of Project Management, University of New England
- Certificate IV in Training & Assessment, NSW TAFE
- Accredited NSW Govt ICT Assurance Framework Gateway Reviewer

DAVE GROSVENOR MCIPS

Senior Executive: Commercial, Transformation & Enterprise Leadership

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SUMMARY

Senior executive with 25+ years' experience, including three SES Band 1 roles at Transport for NSW, leading branches that set commercial strategy, build organisational capability and deliver outcomes for government and the community. Led teams accountable for portfolios exceeding \$2.5 billion, including whole-of-government arrangements that required influence across agencies without line authority.

Brings a strategic, evidence-based approach shaped by a Defence logistics career, published policy commentary on sovereign capability and a submission to a parliamentary inquiry. Known for building trust with senior stakeholders, connecting strategy with delivery and developing people, including 20 years teaching in the VET sector.

EXPERIENCE

IT Commercial Manager

Oct 2024 - Present

Uniting NSW.ACT: one of Australia's largest social services networks

- Accountable for ICT-related procurement and commercial management; manages \$90m annual ICT spend and contracts valued at \$150m.
- Wrote a new ICT procurement policy and established a professional services panel, shifting engagements to fixed-price, defined deliverables; projected savings of \$2.5m p.a.
- Renegotiated 12+ high-profile contracts, including managed end-user computing, telecommunications and GRC software.

Principal / ICT Procurement Director

2019 - 2024

Dave Grosvenor Advisory Services: independent procurement, commercial & probity advisory

- Interim Head of ICT Commercial at Transgrid, managing a \$250m contract portfolio and a team of three.
- Led two high-profile ICT procurements for ASX Ltd valued at \$150m.
- Strategic advisor to the NSW Department of Customer Service on two whole-of-government panel procurements (>\$2b projected spend).

Director Commercial Management (SES1)

Oct 2021 - Apr 2022

Transport for NSW: commercial management of 450 open ICT contracts valued above \$2.5b

- Stood up a new 35-FTE commercial management team within IT for Transport.
- Led renegotiation of managed network services contract, delivering \$3.7m in savings.

POLICY & PUBLIC CONTRIBUTION

Sovereign capability: Author, "A national audit for a stronger Australia" (Defence Connect, June 2026) and "First find Australia's economic vulnerabilities, then vigorously fix them" (ASPI The Strategist, July 2026). Submission to the Parliamentary Joint Committee on Defence inquiry into national civil preparedness and resilience (Sept 2026); RUSI NSW members' briefing (Sept 2026).

Skills & capability: 20 years lecturing in the VET sector (TAFE NSW, with Charles Sturt University); coaches teams and lifts professional capability.

LANGUAGES

English *Native*

German *Working knowledge*

EXPERIENCE (CONTINUED)

Head of ICT Procurement

Mar 2021 - Oct 2021

University of NSW: ICT procurement and \$150m annual spend at a top-100 global university

- Led establishment of 30 ICT contracts valued at \$60m, delivering \$5m in benefits.
- Developed an ICT category plan identifying six managed service opportunities and \$6m in recurring annual savings.

Senior Manager

Jun 2019 - Mar 2021

O'Connor Marsden & Associates: engaged on a contract basis across client assignments

- Acting Head of ICT Procurement, Insurance & Care NSW: led a team of six FTE, established 70 contracts valued at \$200m, delivering \$27m in savings.
- Transformed the procurement function for Southern Metropolitan Cemeteries NSW, including a new policy framework, purchasing card solution and ERP/CRM procurement.
- Led creation of the UNSW IT professional services panel (\$175m spend, \$15m savings).

Principal Manager, Strategic Category Management (SES1)

Jul 2016 - May 2019

Transport for NSW: ICT and professional services portfolios, \$800m annual spend, \$1.8b open contracts

- Led teams that established 150 contracts valued at \$2.1b, delivering \$150m in savings.
- Led business transformation to implement SAP Ariba, enabling 900 vendors on the Ariba Network.

Principal Manager, Portfolio Category Management (SES1)

Sep 2013 - Jul 2016

Transport for NSW: led 2014 procurement accreditation program (8 workstreams, 80 staff), achieving the highest level available

- Led teams that established 160 contracts valued at \$3b, delivering \$200m in savings.
- Led the whole-of-government NSW Government Legal Services Panel (\$650m spend, \$90m savings over five years), winning the support of every cluster General Counsel.
- Managed seven major managed service contracts, including managed network services (\$400m+, \$47m savings).

Procurement Manager - Strategic Procurement

Sep 2012 - Sep 2013

Transport for NSW

- Managed source-to-contract for major programs including a \$500m systems integration, \$150m data migration and \$150m business transformation services engagement.

EARLIER CAREER

Foundational roles across defence logistics, energy, ICT and telecommunications, held alongside two long-running commitments to education and community governance.

Lecturer (1996 - 2016, concurrent), TAFE NSW: delivered accredited training in business, leadership, logistics and project management with Charles Sturt University.

Director (2007 - 2012, concurrent), South Hurstville RSL Club: non-executive board director.

Manager Strategic Procurement Operations (2010 - 2012), Endeavour Energy: 13 staff, \$600m annual procurement; improved on-time delivery 20%.

Manager Contracts & Procurement (2007 - 2010), Endeavour Energy: led 20 staff, \$3m opex budget, \$600m annual procurement.

Procurement Category Manager (2001 - 2007), Endeavour Energy: ICT and professional services categories, \$200m annual spend.

ICT Project Manager (1999 - 2001), Endeavour Energy: implemented call centre technology (PABX/IVR), \$3.5m budget.

Chief Operating Officer (1998 - 1999), Dataflow Computer Services: supply chain and ICT for a \$90m turnover business.

Senior Materials Consultant (1997 - 1998), Hitachi ABB Power Grids: pre-sales demonstrations of Mincom Ellipse ERP.

NSW Logistics Manager (1996 - 1997), Optus Communications: procurement, warehousing and distribution, six warehouses, \$140m spend.

Project Manager - Service Support Study (1995 - 1996), Department of Defence: 36-project program implementing best supply chain practice for Naval Support Command.

RAN Liaison Officer (1991 - 1995), Department of Defence, Philadelphia: commended by the Chief of Navy Australia.

Executive Officer Distribution (1989 - 1991), Department of Defence: Naval Support Commendation for distribution of RAN materiel during the first Gulf War.

QUALIFICATIONS & MEMBERSHIPS

Master of Supply Chain Management (Distinction), Southern Cross University • Bachelor of Business (Credit), University of Technology Sydney • Member, Chartered Institute of Procurement & Supply (MCIPS) • Advanced Diploma of Government (Strategic Procurement), NSW TAFE • Certificate IV in Training & Assessment, NSW TAFE • Diploma of Project Management, University of New England • Accredited NSW Government ICT Assurance Framework Gateway Reviewer • Justice of the Peace (NSW)