

Head of Advisory Services

About WATC

As the State's central financial services provider, Western Australian Treasury Corporation (WATC) cares about the financial health of Western Australia's government sector. We partner with government entities to achieve sound financial outcomes and provide access to a comprehensive range of corporate finance, debt and investment, risk management and foreign exchange products and advisory services. We also provide our investors with secure and sustainable opportunities.

You can find out more about the organisation including our purpose, history and key activities by visiting the About Us tab on the [WATC website](#).

The Opportunity

WATC's Advisory Services function is scaling up to meet growing demand across the Western Australian government sector. To support this growth, the function is transitioning from a single-team model to a two-team, structured, capability-led operating model aimed at improving focus, depth of expertise, and breadth of impact.

This evolution creates a unique opportunity for the incoming Head of Advisory Services to shape how the function is structured and operates. The eventual configuration of the team will be informed by the successful candidate's experience and strengths, ensuring alignment between leadership capability and future direction.

This role is accountable for delivering high-quality, consistent, and commercially disciplined advisory services that support Western Australian government entities in making informed financial decisions, managing risk effectively, and delivering major projects and initiatives. You will play a key role in positioning WATC as a trusted advisor to government, ensuring that advice is practical, evidence-based, and aligned with the State's broader financial objectives.

Working at the centre of the State's financial system, you will influence major government decisions, projects and financial strategies, while leading a growing advisory function with a clear mandate to lift capability, capacity, and impact. You will also be part of a collaborative, values-driven organisation committed to delivering financial solutions for the benefit of all Western Australians.

Key activities include:

- Leading the delivery of Advisory Services engagements for Western Australian government entities.
- Driving high-quality, consistent, and fit-for-purpose advisory engagement outputs.
- Delivering value for money for clients.
- Building and maintaining effective relationships with senior stakeholders across the government sector.
- Developing, managing and effectively prioritising a pipeline of Advisory Services opportunities.
- Maintaining strong governance, quality assurance, and consistency across advisory outputs.
- Coaching, mentoring, and developing a high-performing, engaged and capable Advisory Services team.

About You

Our ideal applicant is a highly credible financial advisor and people leader with deep expertise in corporate finance, treasury, and/or government sector advisory.

You will bring strong technical capability, sound judgment, and the ability to translate complex financial concepts into clear, practical advice for senior decision-makers.

If you have demonstrated experience delivering high-quality advisory services and can evidence your capabilities against the following key criteria, we would love to hear from you:

- Deep expertise in corporate finance, treasury, infrastructure, or government sector advisory.

- Demonstrated experience delivering high-quality advisory services.
- Proven ability to build trusted relationships and influence decision-making.
- Experience in developing, managing, and effectively prioritising a pipeline of advisory services opportunities.
- Demonstrated experience in building and developing high-performing teams.
- Are outcome-focused, pragmatic, and adept at balancing technical rigour with practical delivery.

WATC Values

WATC values shape our behaviours and define how we relate to each other, our clients and our community:

Integrity – We are open, honest and accountable. We adhere to the highest professional and ethical standards. We honour our promises.

Partnership – We work collaboratively with our stakeholders and colleagues towards achieving successful outcomes.

Adaptability – We challenge ourselves to think creatively and to continuously improve.

Achievement – We are engaged and focused on delivering valued outcomes for Western Australia.

Leadership – We use our knowledge and experience to contribute to the long-term benefit of Western Australia.

Employee Benefits

WATC offer a range of benefits beyond remuneration that include:

- **Flexible work arrangements:**
 - Excellent work / life balance
 - Working from home options and flexible start and finish times
 - Compressed work schedules and part time work opportunities.
- **Health and wellbeing focus:**
 - Calendar of a range of wellbeing initiatives
 - Two wellbeing days annually
 - Discounted health insurance.
- **Generous personal leave:**
 - 12.5 days personal leave per year
 - Up to 12 weeks paid parental leave (on top of government paid parental leave scheme)
 - Access to purchase additional leave.
- **Diverse, inclusive and supportive work environment:**
 - Strong organisational focus on diversity and inclusion
 - A range of staff initiatives to drive First Nations awareness and support women in finance
 - A reward and recognition program.
- **Professional development opportunities:**
 - Training courses
 - Professional memberships
 - Structured learning opportunities.
- **Newly refurbished offices:**
 - Sit-stand desks and personal lockers

- Free gym access and fitness classes in the building
- Excellent end of trip facilities.

To find out more about the benefits of working at WATC, visit our [Careers](#) page.

How to Apply

We offer an inspiring and collaborative work environment where compliance is central to driving trust and innovation in financial services.

You will have the opportunity to work within a supportive team that values excellence, transparency, and forward-thinking solutions. If you are seeking a role where you can make a tangible impact, apply now.

Only candidates with unrestricted working rights in Australia will be considered.

For further information please contact **Nick Verkerk** on **0403 457 363** or nverkerk@beilbydt.com.au or click the link to download a copy of the Application Information Pack.

<https://beilbydt.com.au/application-packs/>

Join an organisation that is committed to employing highly skilled people, with diverse backgrounds and experiences that embraces diversity of all kinds including supporting Women In STEM.

Please **apply online** at www.beilbydt.com.au by submitting a cover letter and resume (Word or PDF format) and quoting reference number **1120550**.

Please note that applications will be assessed as they are submitted, so prompt submissions are encouraged.