

Grant Higgs

0436 467 516

granthiggs@nbnco.com.au

Professional Summary

Dynamic stakeholder engagement leader with extensive experience across telecommunications, commercial banking, agribusiness, mining/resources, and regional development. Proven ability to drive strategic partnerships, deliver commercial outcomes, and lead teams to success. Recognized for building strong relationships with government, industry, and community stakeholders, and for championing business growth and digital transformation in regional Queensland.

Core Competencies

- Strategic planning & commercial project delivery
- Stakeholder engagement & government relations
- Business development & partnership management
- Negotiation & conflict resolution
- Team leadership & coaching (up to 30 staff)
- Financial management & cash flow analysis
- Process improvement & change management
- Advanced IT & CRM systems
- Safety, compliance & risk management

Professional Experience

NBN Co

Regional Development & Engagement Manager, Southern QLD (Dec 2020 – Present)

- Led strategic engagement with community, business, and government to uplift digital capability and availability across Southern Queensland.
- Acted as key representative for NBN Co with State/Federal Members, Mayors, Councillors, and senior LGA leaders.
- Identified and delivered co-investment projects exceeding \$20M, improving digital connectivity for four LGAs and six towns.
- Built NBN's brand reputation and served as advisor to the Darling Downs & South West QLD Council of Mayors.
- Regularly acted as Head of State Manager for NBN Local QLD.
- Featured speaker/panelist at 2023 SEGRA Conference, presenting on digital infrastructure's role in regional economic development.

- Led and delivered the Microsoft–NBN Connects event in Toowoomba, showcasing solutions for regional businesses.

New Hope Group

Senior Landholder & Community Coordinator, Oakey QLD (Mar 2018 – Nov 2020)

- Managed landholder and community engagement for New Acland Coal operations.
- Built and rebuilt relationships with key landholders and community stakeholders.
- Developed systematic engagement protocols and represented the company in negotiations and issue management.

Origin Energy

Senior Landowner Relations Advisor / Senior Compensation & Negotiation Advisor, Chinchilla QLD (Sep 2012 – Nov 2016)

- Led complex negotiations and process improvement initiatives for land access and compensation.
- Managed teams to deliver agreements for major CSG projects.
- Developed and implemented best practice policies for stakeholder engagement.

Commercial Banking & Agribusiness Roles

Commonwealth Bank, National Australia Bank, Elders, Feed Central, Vanderfield, CARE Veterinary Group (1991 – 2018)

- Senior Branch Manager, Business Banking Manager, Agribusiness Manager, Account Manager, Operations Manager, General Manager.
- Delivered commercial lending, business development, and operational leadership across multiple sectors.
- Led teams, managed cash flows, and drove business growth in regional Queensland.

Education & Training

- Australian Agribusiness Leadership Program (ARLF)
- IAP2 Certificate of Engagement
- Cert IV Leadership & Cert IV Business Sales
- Scotwork Negotiation
- Advanced & Remote First Aid, Construction White Card
- Real Estate Agents Licensing, Rural Lenders, Basel II
- Compliance: AUSTRAC, UCCC, FSRA, Privacy, WHS

Community & Board Involvement

- Board Member, Regional Development Australia Darling Downs & Southwest QLD

- Member, Toowoomba Range Rotary Club
- Past President, Downlands College Parents & Friends Association
- Past executive roles in Apex, Lions, Lockyer Better Business (local chamber), and other community organizations

Interests

- Community service
- Business improvement
- Agricultural industries

References available on request