



POSITION DESCRIPTION

The Cumming Global Centre for Pandemic Therapeutics
The Peter Doherty Institute for Infection and Immunity
Faculty of Medicine, Dentistry and Health Sciences

Business Development Director - Cumming Global Centre for Pandemic Therapeutics

POSITION NO	0063320
CLASSIFICATION	Senior Manager 1
SALARY	Negotiable
SUPERANNUATION	Employer contribution of 17%
WORKING HOURS	Full-time (1.0 FTE)
BASIS OF EMPLOYMENT	Continuing (Research Contingent)
OTHER BENEFITS	https://about.unimelb.edu.au/careers/staff-benefits
HOW TO APPLY	Online applications are preferred. Go to http://about.unimelb.edu.au/careers , select the relevant option ('Current Staff' or 'Prospective Staff'), then find the position by title or number.
CONTACT FOR ENQUIRIES ONLY	We have engaged SHK Asia Pacific to lead the search and selection process for this role. For further information contact SHK Managing Partner Matthew Belleghem. He can be reached on 0402 740 665 or via email on matthew.belleghem@shk.com.au

For information about working for the University of Melbourne, visit our website:
about.unimelb.edu.au/careers

Acknowledgement of Country

The University of Melbourne acknowledges the Traditional Owners of the unceded land on which we work, learn and live: the Wurundjeri Woi Wurrung and Bunurong peoples (Burnley, Fishermans Bend, Parkville, Southbank and Werribee campuses), the Yorta Yorta Nation (Dookie and Shepparton campuses), and the Dja Dja Wurrung people (Creswick campus).

The University also acknowledges and is grateful to the Traditional Owners, Elders and Knowledge Holders of all Indigenous nations and clans who have been instrumental in our reconciliation journey.

We recognise the unique place held by Aboriginal and Torres Strait Islander peoples as the original owners and custodians of the lands and waterways across the Australian continent, with histories of continuous connection dating back more than 60,000 years. We also acknowledge their enduring cultural practices of caring for Country.

We pay respect to Elders past, present and future, and acknowledge the importance of Indigenous knowledge in the Academy. As a community of researchers, teachers, professional staff and students we are privileged to work and learn every day with Indigenous colleagues and partners.

Position Summary

The Business Development Director (Cumming Global Centre) provides business development support for the Cumming Global Centre for Pandemic Therapeutics and will play a pivotal role in driving the growth and success of the Centre. The successful candidate will be responsible for developing and executing a comprehensive business development strategy, fostering and developing new collaborative relationships, and driving revenue growth through strategic partnerships and commercialization efforts.

The BD Director will be embedded in the University of Melbourne's Faculty of Medicine Dentistry and Health Sciences (MDHS) business development team, with a direct reporting line to the BD Cluster Lead (MDHS) and a dotted reporting line to the Cumming Global Centre Director—Strategy & Operations.

1. Key Responsibilities

1.1 DEVELOP, IMPLEMENT AND CONTINUALLY IMPROVE A COMPREHENSIVE BUSINESS DEVELOPMENT PLAN:

- Gain a deep understanding of the Cumming Global Centre's strategic vision, capabilities and needs.
- Collaborate with internal stakeholders, including the Executive team, to formulate, execute and continuously evolve a strategic business development plan aligned with the organization's goals and objectives.
- Identify new business and partnership opportunities and potential areas for growth.

1.2 FOSTER COLLABORATIVE RELATIONSHIPS:

- Build strong relationships with internal stakeholders, external partners, and key industry players to promote joint innovation and capability-building programs.
- Collaborate with leading research institutions, government agencies, NGOs and industry partners to drive collaborative research projects and technology transfer initiatives.

- Actively engage with clinicians, academics, and researchers within the University of Melbourne as well as strategic partners, to grow partnerships and collaboration opportunities

1.3 DRIVE REVENUE GROWTH AND COMMERCIALISATION EFFORTS:

- Identify and pursue strategic partnerships and opportunities, and commercialization avenues for the organization's research and intellectual property assets.
- Engage with Cumming Global Centre researchers and RIC to develop and deliver professional development for staff to build capabilities in IP and BD.
- Lead the development and management of a business development pipeline, prioritizing and monitoring opportunities for successful delivery.
- Collaborate with cross-functional teams to develop commercial budgets, model options, and terms related to service delivery, grants, and bids.
- Negotiate and close transactions to the mutual benefit of the stakeholders and within the mission of the Cumming Global Centre

1.4 PROVIDE BUSINESS DEVELOPMENT LEADERSHIP:

- Work closely with the Executive team to develop and drive business development strategies and revenue growth.
- Identify and drive major strategic initiatives that generate widespread interest and contribute to the organization's long-term success.
- Pioneer innovative ways of working with partners, promoting the capabilities of the Cumming Global Centre, and fostering partnerships and collaboration opportunities with industry and government stakeholders.
- Develop, with marketing and communications, a social media presence, to ensure we amplify business development, partnership and technology transfer opportunities

1.5 REPRESENT THE ORGANISATION AND ENGAGE WITH STAKEHOLDERS:

- Serve as a representative of the Cumming Global Centre in discussions with the University of Melbourne and Royal Melbourne Hospital regarding services, grants, contracts, licenses, start-ups, and spinouts.
- Collaborate with relevant service specialists and stakeholders to ensure seamless engagement and delivery of services.

2. Selection Criteria

2.1 ESSENTIAL

- Degree in business, life sciences, or a related field (advanced degree preferred).
- Proven experience in business development, strategic partnerships, or a similar role, preferably in the healthcare or life sciences sector.
- Strong understanding of pandemic therapeutics, infectious diseases, and the global healthcare landscape.
- Excellent leadership skills, with the ability to build and motivate high-performing teams.
- Be just as comfortable leading an engagement team, as being a member of an engagement team.
- Exceptional communication and interpersonal skills, with the ability to influence and negotiate effectively.
- Demonstrated track record of successfully identifying and pursuing new business opportunities to a financial outcome.
- Strategic mindset with the ability to think creatively and proactively to drive innovative initiatives.

- Strong financial acumen and experience in budgeting and commercial project management.
- Familiarity with intellectual property management, technology transfer, and commercialisation processes.
- Ability to build and maintain relationships with diverse stakeholders, including researchers, industry leaders, government officials, and philanthropic organizations.

2.2 OTHER JOB RELATED INFORMATION

- This position requires the incumbent hold a current and valid Working with Children Check. The University of Melbourne is dedicated to safeguarding the welfare of all community members, especially those most vulnerable. As part of our commitment to child safety and in line with the Victorian Child Safe Standards, this position will be required to hold a valid Employee WWCC, regardless of where in the University an employee may work or what work they do.

3. *Equal Opportunity, Diversity and Inclusion*

The University is an equal opportunity employer and is committed to providing a workplace free from all forms of unlawful discrimination, harassment, bullying, vilification and victimisation. The University makes decisions on employment, promotion, and reward on the basis of merit.

The University is committed to all aspects of equal opportunity, diversity and inclusion in the workplace and to providing all staff, students, contractors, honorary appointees, volunteers and visitors with a safe, respectful and rewarding environment free from all forms of unlawful discrimination, harassment, vilification and victimisation. This commitment is set out in the Advancing Melbourne strategy that addresses diversity and inclusion, equal employment opportunity, discrimination, sexual harassment, bullying and appropriate workplace behaviour. All staff are required to comply with all University policies.

The University values diversity because we recognise that the differences in our people's age, race, ethnicity, culture, gender, nationality, sexual orientation, physical ability and background bring richness to our work environment. Consequently, the People Strategy sets out the strategic aim to drive diversity and inclusion across the University to create an environment where the compounding benefits of a diverse workforce are recognised as vital in our continuous desire to strive for excellence and reach the targets of Advancing Melbourne.

4. *Occupational Health and Safety (OHS)*

All staff are required to take reasonable care for their own health and safety and that of other personnel who may be affected by their conduct.

OHS responsibilities applicable to positions are published at:

<http://safety.unimelb.edu.au/topics/responsibilities/>

These include general staff responsibilities and those additional responsibilities that apply for Managers and Supervisors and other Personnel.

5. Other Information

5.1 THE PETER DOHERTY INSTITUTE FOR INFECTION AND IMMUNITY

www.doherty.edu.au

Finding solutions to prevent, treat and cure infectious diseases and understanding the complexities of microbes and the immune system requires innovative approaches and concentrated effort. This is why The University of Melbourne – a world leader in education, teaching and research excellence – and The Royal Melbourne Hospital – an internationally renowned institution providing outstanding care, research and learning – have partnered to create the Peter Doherty Institute for Infection and Immunity (Doherty Institute); a centre of excellence where leading scientists and clinicians collaborate to improve human health globally.

5.2 THE CUMMING GLOBAL CENTRE FOR PANDEMIC THERAPEUTICS (CGCPT)

www.doherty.edu.au/cumming-global-centre-for-pandemic-therapeutics

The Cumming Global Centre for Pandemic Therapeutics (CGCPT) is a mission-driven, globally connected research program that will enable rapid design and development of treatments for pathogens of pandemic potential. The Centre will be the world's preeminent facility in developing molecular platforms to help fight future pandemics. The Centre goals are ambitious—to advance the science behind therapeutics that direct target the pathogen, to transform future pandemic management and to save lives.

5.3 FACULTY OF MEDICINE, DENTISTRY AND HEALTH SCIENCES

www.mdhs.unimelb.edu.au

The Faculty of Medicine, Dentistry & Health Sciences has an enviable research record and is the University of Melbourne's largest faculty in terms of management of financial resources, employment of academic and professional staff, teaching of undergraduate and postgraduate (including research higher degree) students and the conduct of basic and applied research. The Faculty's annual revenue is \$628m with approximately 55% of this income related to research activities.

The Faculty has a student teaching load in excess of 8,500 equivalent full-time students including more than 1,300 research higher degree students. The Faculty has approximately 2,195 staff comprising 642 professional staff and 1,553 research and teaching staff.

The Faculty has appointed Australia's first Associate Dean (Indigenous Development) to lead the development and implementation of the Faculty's Reconciliation Action Plan (RAP), which will be aligned with the broader University – wide plan. To enable the Faculty to improve its Indigenous expertise knowledge base, the Faculty's RAP will address Indigenous employment, Indigenous student recruitment and retention, Indigenous cultural recognition and building partnerships with the Indigenous community as key areas of development.

5.4 THE UNIVERSITY OF MELBOURNE

Established in 1853, the University of Melbourne is a leading international university with a tradition of excellence in teaching and research. The main campus in Parkville is

recognised as the hub of Australia's premier knowledge precinct comprising eight hospitals, many leading research institutes and a wide-range of knowledge-based industries. With outstanding performance in international rankings, the University is at the forefront of higher education in the Asia-Pacific region and the world.

The University employs people of outstanding calibre and offers a unique environment where staff are valued and rewarded.

Further information about working at The University of Melbourne is available at <http://about.unimelb.edu.au/careers>.

5.5 ADVANCING MELBOURNE

The University's strategic direction is grounded in its purpose. While its expression may change, our purpose is enduring: to benefit society through the transformative impact of education and research. Together, the vision and purpose inform the focus and scale of our aspirations for the coming decade.

Advancing Melbourne reflects the University's commitment to its people, its place, and its partners. Our aspiration for 2030 is to be known as a world-leading and globally connected Australian university, with our students at the heart of everything we do.

We will offer students a distinctive and outstanding education and experience, preparing them for success as leaders, change agents and global citizens.

We will be recognised locally and globally for our leadership on matters of national and global importance, through outstanding research and scholarship and a commitment to collaboration.

We will be empowered by our sense of place and connections with communities. We will take opportunities to advance both the University and the City of Melbourne in close collaboration and synergy.

We will deliver this through building a brilliant, diverse and vibrant University community, with strong connections to those we serve.

The means for achieving these goals include the development of the University of Melbourne's academic and professional staff and the capabilities needed to support a modern, world-class university. Those means require a commitment to ongoing financial sustainability and an ambitious infrastructure program which will reshape the campus and our contribution to the communities we engage with. This strategy, and the priorities proposed, is centred around five intersecting themes; place, community, education, discovery and global.

5.6 GOVERNANCE

The Vice Chancellor is the Chief Executive Officer of the University and responsible to Council for the good management of the University.

Comprehensive information about the University of Melbourne and its governance structure is available at <https://about.unimelb.edu.au/strategy/governance>