

Position Description

Senior Business Development Manager, Research and Innovation Precinct

Position No:	50145066
Business Unit:	DVC Research and Industry Engagement
Division:	Office of Pro Vice-Chancellor Industry Engagement
Department:	Research and Innovation Precinct
Classification Level:	Higher Education Officer (HEO) 10
Employment Type:	Full-Time, Fixed Term
Campus Location:	Melbourne (Bundoora)
Other Benefits:	http://www.latrobe.edu.au/jobs/working/benefits

Further information about:

La Trobe University - <http://www.latrobe.edu.au/about>

Position Context/Purpose

La Trobe University is a leading research university in Australia, with a worldwide reputation for academic excellence and innovation. La Trobe seeks to be a 'strategic partner of choice' to industry to grow the impact of our research, provide opportunities for our students and support business growth and economic development. Under the University's Strategic Plan (2020 – 2030), La Trobe seeks to be as the pre-eminent university for innovation and industry collaboration, our ability to apply and translate knowledge for useful outcomes and our enthusiasm for partners to co-locate with us on our campuses.

Reporting to the Director, Research & Innovation Precinct, the Business Development Manager – Research & Innovation Precinct contributes to the development of business development, stakeholder engagement and partnerships by taking a leading role in engaging industry partners and La Trobe academic and professional stakeholders to build new Research & Innovation Precinct opportunities and expand existing relationships with Precinct Partners by growing the number of research collaborations, student placements, industry PhDs etc.

Working collaboratively with leadership across Portfolios, Colleges and Schools the Senior Business Development Manager has responsibility to initiate and develop business development opportunities to achieve financial and strategic growth objectives. The Senior Business Development Manager will identify and lead co-location opportunities, industry research opportunities in the Precinct, funding submissions and other industry engagement activities to generate impact and growth at scale. Activities will be focused in areas aligned to the strategic direction of the University and the Research and Innovation Precinct Strategy with a particular focus on our strengths in:

- Agriculture, Food and Environment
- Health and Wellbeing
- Digital Technology and Transformation

Duties at this level will include:

- Perform complex, significant and high-level creative planning, program and managerial functions with clear accountability for program performance. Comprehensive knowledge of related programs.
- Be fully responsible for the achievement of objectives and programs affecting a significant organisational area at School level or equivalent. May be an influential contributor to decisions over the allocation or use of substantial resources.
- Be accountable for the achievement of significant organisational objectives and programs.
- Provide strategic direction to Schools, Divisions or Departments requiring integration of a range of internal and external policies and demands and achieve objectives operating within complex organisation structures.
- Bring a multi-perspective understanding to the development, carriage, marketing and implementation of new policies; devise new ways of adapting the organisation's strategies to new, including externally generated, demands.
- In consultation and collaboration with external and internal stakeholders including portfolios within the Office of Research & Industry Engagement; Infrastructure and Operations; University City of the Future; Office of Provost; School leadership, , develop an industry engagement plan to deliver objectives relating to Precinct activities and co-location with clear accountability for performance
- Liaise with Provost/School leadership to ensure alignment in the delivery of objectives relating to core Precinct business development and to drive and secure new partnership opportunities including collaborative research projects and other sources of revenue
- Generate new leads and build partnerships with industry organisations to meet financial and strategic objectives and be responsible for the management, prioritisation and delivery of a

Precinct related business development pipeline including co-location of industry to our campuses

- Drawing on strong sector/industry knowledge, collaborate with academic and professional colleagues to develop and manage new partnerships opportunities including partnership management across engagement streams based on a strong understanding of market trends the industry partner needs and priorities
- Perform complex, significant and high level planning and program functions with clear accountability for program performance. Comprehensive knowledge of related programs, funding schemes and relevant industry sectors (particularly Health & Wellbeing; Agriculture & Food and Digital Technology & Transformation).
- Lead and co-ordinate the development and execution of collaborative research, industry engagement and commercial opportunities relating to the R&I Precinct, including internal and external relationship management, market research and contract negotiation/execution.
- Effectively manage Precinct partnerships and demonstrate IE leadership
- Be responsible for the achievement of significant organisational objectives and programs including the establishment of the Australian Food Innovation Centre.
- Work effectively with cross portfolio teams to secure the co-location of industry partners to the campus across all domain areas
- Bring a multi-perspective understanding to the development, marketing and implementation of industry partnerships to deliver on the goals of the R&I Precinct strategy
- Represent the University externally in sector groups, events, seminars and contract negotiations.
- Contribute to development of system and process improvements
- Effective utilisation of CRM system to manage the opportunity pipeline
- Provide support to the R&I Precinct Director to develop large funding proposals and big bids to secure investment in the R&I Precinct
- Contribute to the delivery and reporting of metrics relating to the Research and Innovation Precinct including relevant VHESIF programs (BioInnovation Hub and Digital Innovation Hub) and NPILF
- Other responsibilities commensurate with the classification and scope of duties of the position and as required by the Director, Research & Innovation Precinct

Essential Criteria

Skills and knowledge required for the position

- Demonstrated experience and expertise in the management of significant human and material resources, or postgraduate qualifications and extensive relevant experience, or experience and expertise in the provision of strategic policy advice affecting the direction of the University, or an equivalent alternate combination of relevant knowledge, training and/or experience.
- Demonstrated high level of theoretical and applied knowledge in professional area of expertise.
- Demonstrated ability to manage substantial budget allocations.
- Excellent interpersonal skills and demonstrated experience in liaising with staff at all levels of an organisation, negotiating effective outcomes, consultation and facilitation of group discussions.
- Proven ability to deal with concepts, decisions and complex information or situations in an efficient and effective manner. Capable, agile, flexible and patient with process, and the ideas of others.
- Excellent interpersonal skills and demonstrated experience in liaising with staff at all levels of an organisation, negotiating effective outcomes, consultation and facilitation of group discussions.

- Proven record of developing innovative solutions and practical implementations for strategic change.
- Highly developed knowledge of the principles, theory and practice of the area of responsibility and an awareness of broader developments relevant to the University.
- Awareness of likely effect of change in economic, social and governmental and technological environment.
- Awareness and understanding of the activities, objectives and strategic direction of the University, both current and future, in a global context.
- Demonstrated ability to proactively identify, build and develop a portfolio of business development opportunities
- Demonstrated ability to build and develop key strategic relationship and deliver end-to-end conversion of strategic business development opportunities to support delivery of revenue growth and impact objectives

Capabilities required to be successful in the position

- Demonstrated commitment to reflective practice and self-development, identifying and challenging own biases, responding to others with empathy and evaluating the way own behaviour impacts team culture and performance.
- Ability to work collaboratively across functions, tailor communication in a way that is meaningful to the audience and contribute to a safe, inclusive, high-performing culture – consistently modelling accountability, connectedness, innovation and care.
- Demonstrated creative, critical and systems thinking – generating ideas and recommending solutions to local and organisational problems.
- Ability to operationalise strategy, adapt quickly to disruption and actively contribute to a healthy team culture to successfully navigate change – implementing improvements to local and organisational practice.

Essential Compliance Requirements

To hold this La Trobe University position the occupant must:

- hold, or be willing to undertake and pass, a Victorian Working With Children Check; AND
- take personal accountability to comply with all University policies, procedures and legislative or regulatory obligations; including but not limited to TEQSA and the Higher Education Threshold Standards.

Other Information

The position description is indicative of the initial expectation of the role and subject to changes to University goals and priorities, activities or focus of the job.

Position Flexibility

La Trobe University is committed to providing a diverse, inclusive and respectful working environment for all staff. We offer flexible work arrangements that can assist you in balancing your work and other responsibilities.

Why La Trobe:

- Develop your career at an innovative, global university where you'll collaborate with community and industry to create impact.
- Enjoy working on our inspiring and stunning campuses – the perfect hub for industry, students and academics

- Help transform the lives of students, partners and communities now and in the future

This is more than just a job. Working at La Trobe offers opportunities to demonstrate excellence and transform lives.

Here, you'll join exceptional people, partners and communities, who power our operations with ambition and purpose.

We are forward-looking and culturally inclusive. We continuously review, improve and transform our processes to embrace new, flexible approaches. That means you'll always have the opportunity to succeed and make a difference.

La Trobe's Cultural Qualities:



We are accountable

We strive for excellence in everything we do. We hold each other and ourselves to account, and work to the highest standard.



We are connected

We connect to the world outside – the students and communities we serve, both locally and globally



We are innovative

We tackle the big issues of our time to transform the lives of our students and society.



We care

We care about what we do and why we do it. We believe in the power of education and research to transform lives and global society. We care about being the difference in the lives of our students and communities

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