Position Description

College/Division: Research and Innovation Portfolio
Faculty/School/Centre: Office of Business Engagement & Commercialisation
Department/Unit: 
Position Title: Business Development Manager
Classification: Senior Manager 1 (Specialist)
Position No: NEW
Responsible to: Associate Director, Office of Business Engagement & Commercialisation
Number of positions that report to this role: Nil
Delegation(s) Assigned: D6

PURPOSE STATEMENT:
The Research and Innovation Portfolio provides leadership and oversight of the University's research strategies to deliver high quality research outcomes and impact, including through commercialisation, and industry and business engagement. The Office of Business Engagement & Commercialisation (BEC) is responsible for partnering with ANU researchers, professional staff and external stakeholders to help create impact and drive growth through commercial and end-user engagement. The Business Development Manager will support the delivery of University funding diversification, industry and external partnership engagement goals through business opportunity development and delivery activities aligned to needs of the University’s Colleges and Research and Innovation targets more broadly.

KEY ACCOUNTABILITY AREAS:
Position Dimension & Relationships:
The Business Development Manager will report to the Associate Director, Office of Business Engagement & Commercialisation (BEC) with key responsiveness to the College Dean or nominee. The position holder will need to maintain close working relationships with College academic leaders and staff, as well as relevant professional staff within the College and across the University, including the BEC team more broadly and ANU Enterprise. They will be expected to cultivate relationships with external partners, industry, government and the wider community in collaboration with internal stakeholders as appropriate to College strategic priorities. The Business Development Manager will play a leading role as an intermediary between academic and external partners to assist in the formation of effective collaborations supporting College strategic priorities. The position will serve as a key liaison between the College and BEC.

Role Statement:
Under the broad direction of the Associate Director, BEC and in direct collaboration with College staff, the Business Development Manager will establish, manage, deliver and report on a pipeline of research business development opportunities within the assigned College. In particular the role will develop and implement business development plans with strategies, tactics and actions to cultivate industry and government relationships that support College funding and make an impact targets and priorities:
- identify and create new research business development opportunities that use, expand and develop research and academic capabilities of the College;
- evaluate research and academic capability for commercial, funding or broader partnership potential, and lead the planning and implementation of partnership and project funding strategies;
- lead engagement with external partners to market ANU project opportunities, play a leadership role in developing potential business, government or industry partners;
- identify funding sources and manage development of funding or partnership proposals through to deal closure including sponsored research contracts, tenders and consultancies, in collaboration with University staff including research and contract management, ANU Enterprise and BEC;
- manage stakeholder expectations associated with each project transaction or partner relationship to achieve desired outcomes while recognising and evaluating risk to the College and University;
- establish and maintain a strong network with national and international industry, government and funding organisations in sectors related to role, for the purpose of pipeline development and delivery;
- develop close working relationships across ANU and implement effective engagement and reporting strategies to raise awareness, capture impact and communicate results of academia-industry/government partnerships to internal and external stakeholders; and
- comply with all ANU policies and procedures, and in particular those relating to work health and safety and equal opportunity.

Please note that this role will be co-located with College staff and may require the occupant to travel domestically and internationally.

### SELECTION CRITERIA:

1. Relevant postgraduate qualifications AND/OR extensive experience in research management, commercialisation, or business development planning and implementation, specifically as it relates to research and its translation to a business context.

2. Proven experience in working in large organisations, particularly in the development, implementation and management of innovative business solutions to achieve organisational objectives.

3. Demonstrably excellent communication and interpersonal skills including the ability to consult, act as an effective liaison and negotiate to deliver mutually agreed outcomes.

4. Proven ability to develop and maintain strategic relationships with internal and external stakeholders that enable collaborative partnerships both within and external to the University.

5. Demonstrated high level organisational, analytical, problem-solving and decision-making skills, ability to strategically prioritise work to meet competing demands and experience providing strategic advice to support senior management.

6. Demonstrated high level of written and oral communication skills to achieve goals, including the ability to present, persuade and influence diverse audiences, prepare executive reports and briefs.

7. Experience maintaining management information systems, and in retrieving and analysing data from multiple sources for the purpose of planning for and assessing the impact of initiatives.

8. A demonstrated high-level of understanding of equal opportunity principles and occupational health and safety and a commitment to their application in a university context.

The ANU conducts background checks on potential employees, and employment in this position is conditional on satisfactory results in accordance with the Background Checking Procedure which sets out the types of checks required by each type of position.

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### References:

[Professional Staff Classification Descriptors](#)