POSITION DESCRIPTION

Director – Social Impact Industry

Position Summary

The Social Impact Industry Director will take a lead role developing, maintaining and strengthening the Centre for Social Impact (CSI) external relationships with industry to catalyse social change. The position will be responsible for working with new and existing industry partners, contributing to CSI’s financial sustainability through identifying and securing new industry and philanthropic grants, overseeing CSI’s executive education portfolio and providing support to CSI’s nodes. They will provide a critical bridge between academia and CSI’s catalysing social change strategic agenda.

The Social Impact Industry Director will report to and work closely with the CEO, the CSI UNSW Senior Leadership team and the CSI National Executive Team to deliver on the CSI 2022 Strategy. Aligned with the strategic objectives to develop social impact leaders for a better world by increasing the capabilities of progressive social impact leaders and organisations across disciplines and sectors, they will focus on business development opportunities, oversee the Executive Education team and support CSI’s nodes in business development and gaining philanthropic support. These objectives will help to increase the centre’s reputation for leadership in social impact through our high quality, industry relevant research, education and catalytic tools.

The role reports to the CSI CEO, and has 2 direct reports.

Accountabilities

Specific accountabilities for this role include:

- Develop, maintain and strengthen existing donor and strategic industry relationships through industry focused research and consultancy, executive education/professional development opportunities, philanthropic grants, donor stewardship and supporting the development of catalytic tools and guides (including overseeing the Executive Education team).
- Secure new donor, industry and philanthropic funding to help achieve CSI’s strategy.
- Provide a bridge between academic quality in research and teaching and industry needs.
• Identify and convert industry research and education related opportunities into financial commitments by government, corporate, NFP, philanthropy, social business etc.

• Help position CSI as an influential driver of systemic social change in Australia and leader in industry relevant social impact research and education programs.

• Play a strategic and operational role in relation to business development and income generation with a goal of achieving a business model that is financially sustainable and delivers on CSI’s strategic vision for catalysing social impact.

• Develop and oversee education and professional development programs, providing pathways to formal courses and program trajectories.

• Develop productive relationships and work in collaboration with team members across CSI nodes, as well as supporting the nodes to form new partnerships and collaborations.

• Play a significant role in developing and stewarding CSI’s industry facing social impact measurement offerings relevant to CSI’s strategy working with the research team.

• Supervise and contribute to capability development of staff within the Centre through effective talent management and succession planning strategies.

• Participate in and collaborate with the CSI Senior Leadership Team and CSI National Executive team in delivering the CSI strategy.

• Actively participate and/or play a significant role in seminars, meetings, panels, industry workshops and Committees in the Centre, Business School and UNSW Sydney.

• Implement the UNSW Health and Safety Management System within your area of responsibility.

• Align with and actively demonstrate the UNSW Values in Action: Our Behaviours and the UNSW Code of Conduct.

• Cooperate with all health and safety policies and procedures of the university and take all reasonable care to ensure that your actions or omissions do not impact on the health and safety of yourself or others.

**Skills and Experience**

• Postgraduate qualification in a discipline relevant to CSI with extensive experience in business development and partnership management or an equivalent level of knowledge gained through any other combination of education, training and/or experience.

• Understanding of high-quality University education courses and high-quality academic research.

• Knowledge and understanding of the government, for-profit and not-for-profit sectors, social impact measurement and the values and roles of a major research university.

• Demonstrated business development skills, including the ability to execute, manage and close external funding transactions that contribute towards financial sustainability.

• Personal authority, advocacy and lobbying skills necessary to build and maintain effective relationships, consult widely and to negotiate effectively with internal and external stakeholders and engender a strong sense of culture and values.

• Advanced strategic and operational skills to support the conceptualisation and implementation of industry focused research, teaching and catalysing change initiatives, working with a broad range of stakeholders and partners within and outside the organisation.

• High quality communication, supervision and team building skills, with a strong ability to connect and motivate individuals, as well as small and large groups.
• Ability to function effectively and independently (with limited supervision) in a start-up environment with the capacity to deploy a range of approaches to generate new and innovative ideas, to take responsibility for multiple projects and to resolve complex problems.
• Tenacity and personal resilience to meet tight deadlines and deliver high quality outcomes.
• Demonstrated leadership in implementing equal opportunity and diversity policies and programs and ability and capacity to direct and monitor the implementation and effectiveness of the safety management system.
• An understanding of and commitment to UNSW’s aims, objectives and values in action, together with relevant policies and guidelines.
• Knowledge of health and safety responsibilities and commitment to attending relevant health and safety training.

About this document
This Position Description outlines the objectives, desired outcomes, key responsibilities, accountabilities, required skills, experience and desired behaviours required to successfully perform the role.

This template is not intended to limit the scope or accountabilities of the position. Characteristics of the position may be altered in accordance with the changing requirements of the role.