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## POSITION DESCRIPTION

# Business Development Manager – MedTech

Position Level

Senior Appointment

Faculty/Division

Division of Research & Enterprise

Position Number

**ADMIN ONLY**

Original document creation

July 2023

### Position Summary

Working within the Division of Research and Enterprise, the Business Development Manager will have a focus on strategy development and partner engagement in the area of MedTech at UNSW. The role will develop, maintain and leverage robust strategic relationships with relevant industry sectors and government, and use strong internal relationships across the University to generate knowledge exchange pathways, negotiate partnerships for the University and achieve key revenue targets. As an expert in a relevant sector, the role will operate as a key interface between the University and external partners and will drive complex negotiations and close significant business deals.

The Business Development Manager will engage with UNSW colleagues, researchers and academics to provide strategic support, coaching, guidance and education to promote knowledge exchange and the resources available to market and facilitate knowledge exchange programs and initiatives. The Business Development Manager has key relationships within the Industry & Innovation team, Enterprise Legal, Entrepreneurship team, Research Division, External Relations Division, Philanthropy Division, Faculty Executive teams and Faculty-based researchers and academics.

The Business Development Manager reports to Senior Business Development Manager in Industry & Innovation, and has no direct reports.

### Accountabilities

Specific accountabilities for this role include:

Internal:

- Foster and maintain strong relationships and networks across the University to understand technical and knowledge exchange capability.

- Identify and manage new intellectual property (IP) developed by the university.
- Provide coaching and guidance to build capability of the MedTech portfolio to increase the number of academics engaged with Knowledge Exchange.
- Provide strong advocacy to promote the University's knowledge exchange strategy.
- Provide first point of contact to selected schools and centres.

External:

- Promote UNSW capability, technologies and channels to external partners to drive knowledge exchange revenue and impact in the MedTech area.
- Proactively seek and identify new opportunities to grow and develop businesses prospects.
- Successfully negotiate substantial contracts and complex knowledge exchange business development initiatives on behalf of the University.
- Manage IP negotiations for the university including research and IP licence agreements.
- Establish and leverage strong relationships and networks with external industry sectors to facilitate outcomes for the University.
- Understand key trends across end-user sectors, while identify and manage emerging issues and implementing strategies to generate solutions.
- Support the development of sector wide initiatives to drive new knowledge exchange opportunities.

General:

- Provide regular management reporting to identify achievement against KPIs, ROI on business development activity and take appropriate actions.
- Actively utilise the University's CRM and IP Management system to monitor and support knowledge exchange activity.
- Accountability for the successful achievement of business development and commercialisation initiatives, through collaborations with key internal stakeholders.
- Develop and write business cases for a range of stakeholders to drive research income, including industry, government and external partner group to support knowledge exchange and drive revenue.
- 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

- Tertiary qualifications in business or a relevant discipline and extensive knowledge gained through relevant experience.
- Outstanding track record of achievement in developing and closing technology and R&D related business deals including research partnerships (contract, collaborative, consulting) and IP commercialisation (licenses, spinouts/startups, Intellectual Property).

- Significant experience and value-add networks in a relevant industry sector aligned with UNSW's research strengths.
- Demonstrated ability to work collaboratively within a team to achieve substantial revenue targets and key performance indicators.
- Demonstrated ability to deliver training and capability development to a research and/or academic community.
- Proactive and motivated with strong stakeholder and relationship management skills.
- Superior negotiation skills and persuasive communication skills.
- Demonstrated experience in developing and writing business case for industry, government and external end user partner audiences.
- 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.

### **Pre-employment checks required for this position**

- Verification of qualifications.

#### **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.