Manager, Business Development

**College/Division**  College of Health and Medicine  
**School/Section**  Strategy, Engagement and Business Development Team/College Office  
**Location**  Hobart  
**Classification**  HEO9  
**Reporting line**  Director Strategy and Business Development

**Position Summary**

The University of Tasmania is building a vision of a place-based University with a mission to enhance the intellectual, economic, social and cultural future of Tasmania, and from Tasmania, contribute to the world in areas of distinctive advantage. The University recognises that achieving this vision is dependent on the people we employ as well as creating a people-centred University that is values-based, relational, diverse, and development-focused.

The role of Manager, Business Development is part of the Strategy, Engagement, and Business Development Team within the [College of Health and Medicine](#).

The Manager, Business Development will contribute to the achievement of strategic goals for the College, through monitoring and analysing performance targets, analysing internal and external macro environmental factors, and anticipating opportunities and threats. The Manager, Business Development will play a critical role in supporting informed and effective data-led decision making and ensuring alignment of initiatives with the strategic priorities of the College and University.

This role will collaborate with College and Divisional staff in terms of the development of new products and markets, student recruitment and marketing activities, interpreting data and trends to identify new opportunities. The Manager, Business Development will be a creative problem-solver a strong ability to effectively collaborate with diverse stakeholders, and a demonstrated track-record of planning and implementation.

We are an inclusive workplace committed to ‘working from the strength that diversity brings’ reflected in our Statement of Values. We are dedicated to attracting, retaining and developing our people and are committed to inclusive principles. We celebrate the range of diverse assets that gender identity, ethnicity, sexual orientation, disability, age and life course bring. Applications are encouraged from all sectors of the community. Tell us how we can make this job work for you.

**What You’ll Do**

- Facilitate and lead business development and new product development projects and activities that enable the College’s strategic priorities;
- Working under the broad direction of the Director Strategy and Business Development (SBD), contribute to the delivery of revenue opportunities for the College, by driving activities to improve or protect revenue across a diverse range of markets;
- Work closely with academic units and portfolio leads to review product life cycles, anticipate changes to commencing and continuing student load, identify, develop and enable improvement plans for achieving performance targets;
• Actively collaborate with Student Services and Operations teams within the College and Divisions to develop and deliver plans and activities that attract students from a diverse range of backgrounds to our courses;

• Monitor and report on strategic performance targets for the College and undertake detailed student load and market analysis, including domestic and international student recruitment and provide advice and recommendations based on the identification of challenges.

• Act as the College’s non-award courses lead, working with academic units to develop, obtain approval, and market new short courses;

• Oversee, analyse and optimise the College’s engagement with OUA and other opportunities as they emerge.

What We’re Looking For (success criteria)

• Post graduate business qualifications or an equivalent level of professional competence and experience;

• Demonstrated high level written communication and interpersonal skills including direct experience in high level analytics and the preparation of reports and high-level briefings;

• Demonstrated experience in developing and implementing a market-driven, evidenced business case to act on emerging opportunities;

• Understanding of the political, social, and organisational environment associated with large, complex institutions; and demonstrated higher education knowledge;

• Demonstrated experience working with diverse stakeholders to achieve an outcome;

• An ability to work with flexibility in a highly dynamic work environment and the capacity to independently exercise sound judgement;

• Demonstrated competency in the use of IT including Microsoft office suite, email, presentation software, database applications and preparing spreadsheets;

• Demonstrated capacity to conceptualise, develop and review information to provide clear and informed recommendations based on detailed financial and qualitative information, with demonstrated experience presenting information clearly to senior leadership.

Other position requirements

• Interstate and intrastate travel may be required occasionally.

University of Tasmania

The University of Tasmania is an institution with an enduring commitment to our state and community, and a strong global outlook. We are committed to enhancing the intellectual, economic, social and cultural future of Tasmania. Our Strategic Direction strongly reflects the University community’s voice that our University must be place based but globally connected as well as regionally networked and designed to deliver quality access to higher education for the whole State.

We believe that from our unique position here in Tasmania we can impact the world through the contributions of our staff, students and graduates. We recognise that achieving this vision is dependent on the people we employ, as well as creating a university that is values-based, relational, diverse, and development-focused.

More information:
https://www.utas.edu.au/jobs

The intention of this position description is to highlight the most important aspects, rather than to limit the scope or accountabilities of this role. Duties above may be altered in accordance with the changing requirements of the position.