

# Position Description

**Manager, Business Development and Commercialisation**

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| **Position No:**  | NEW  |
| **Department:**  | Office of Pro Vice-Chancellor Industry Engagement |
| **Campus/Location:**  | Bendigo (VIC) ; Albury-Wodonga |
| **Classification:**  | Higher Education Officer Level 9 (HEO9) |
| **Employment Type:**  | Full-time, Fixed term |
| **Position Supervisor:** **Number:**  | Director, Business Development and Commercialisation 50145930 |
| **Other Benefits:**  | <http://www.latrobe.edu.au/jobs/working/benefits>  |

Further information about:

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

**For enquiries only contact:**

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# Position Description

**Manager, Business Development & Commercialisation**

## Position Context

La Trobe University is a leading research university in Australia, with a worldwide reputation for academic excellence and innovation. The University has extensive research programs including 45 specific research disciplines where Excellence in Research for Australia (ERA) ranked the University at or above world standard. La Trobe University is a member of the Innovative Research Universities, a group that collectively attracts more than $300m in funding per annum.

La Trobe University seeks to be the ‘unrivalled partner of choice’ to industry to strengthen our core activities in research and teaching. We will build stronger collaborations with external partner organisations through identifying mutually beneficial relationships and opportunities including the co-location of industry to our campuses. We seek to connect our partners across all of our campuses and collaboration and innovation hubs as well as with our Technology Precinct in Bundoora.

The University is committed to being Victoria’s only state-wide university by maintaining a network of physical campuses in Albury-Wodonga, Bendigo, Melbourne, Mildura and Shepparton. Regional campuses are central to La Trobe’s identify, mission and purpose and have a vital role in the future of their regional and surrounding rural communities increasing access to higher education and research and facilitating strong partnership with schools, TAFE, local government and industry. Our presence makes a real difference to regional and rural communities with our staff embedded in their communities and engaging directly with local industry to understand and respond to their needs.

The Manager, Business Development & Commercialisation will report directly to the Director, Business Development & Commercialisation and will work within a small team that is accountable to the Pro Vice-Chancellor (Industry Engagement) PVC (IE). This role involves working closely and collaboratively with academics in the regions to identify and build industry relationships, identify opportunities, and manage and drive the innovation and commercialisation pipeline, and to increase industry research income, improve research impact and develop strategically important, long-term industry partnerships and technology transfer across a range of research areas and into multiple markets.

**Key Areas of Accountability**

* Contribute to the Office of the PVC (IE) Business Development and Commercialisation strategy and provide advice that will inform the Director and PVC (IE), senior College and other relevant University leaders, with respect to research partnerships and engagement initiatives.
* Manage and deliver on the Business Development & Commercialisation pipeline from industry research engagement through to commercialisation to meet financial and strategic objectives, including regular pipeline reviews.
* Lead and co-ordinate the development and execution of collaborative research and engagement opportunities including internal and external relationship management, market research, IP protection, and contract negotiation/execution.
* Under direction of the Director, Business Development and Commercialisation and in collaboration with the Colleges, manage the identification, evaluation, protection and commercialisation of University technologies, including the provision of commercial direction, guidance and advice in relation to commercial arrangements and governance.
* Under the direction of the Director, Business Development and Commercialisation and in collaboration with the Provosts and Heads of Schools – develop and deliver against the regional industry engagement plans including the creation of the Collaboration Hubs as a focal point for industry to engage in the regions.
* Manage the development and conversion of commercial opportunities to apply and/or commercialise La Trobe intellectual assets via a range of mechanisms including collaboration, licensing and spin outs to achieve financial and strategic objectives.
* In collaboration with the Director, Business Development and Commercialisation, PVC (IE), Research Office and senior College leaders, identify and advance opportunities to collaborate with internal and external stakeholders in the establishment of large national or international collaborative efforts such as Cooperative Research Centres, ARC or NHMRC funded Centres of Excellence or similar ventures.
* In collaboration with the Director, Business Development and Commercialisation and other teams within the office of the PVC (IE), identify and advance opportunities to collaborate with and attract new and existing partners, and establish key strategic partnerships with industry, not for profit organisations, and government bodies that align with La Trobe’s research capabilities and strengths.
* Develop, maintain and extend effective networks, partnerships and strategic alliances with researchers, other universities, industry leaders and relevant government agencies that foster collaborative research partnerships and deliver research outcomes with demonstrable impact.
* Actively engage in safe and healthy workplace practices by modelling and promoting good practice in accordance with La Trobe University Sustainability frameworks, OH&S policy/procedures and relevant legislation.
* Other responsibilities commensurate with the classification and scope of duties of the position as required by the Director, Business Development and Commercialisation.

**Key Selection Criteria:**

* A postgraduate qualification in a relevant discipline together with demonstrated experience in facilitating research collaborations, knowledge brokerage (linking technical and sector knowledge, market insights and research) and developing partnerships, or an equivalent alternate combination of relevant knowledge, training and/or experience in the Australian Research sector.
* Experience in developing and managing business development and commercialisation opportunity pipelines and a strong aptitude in partnership management, business development and account management, including professional skill and knowledge of intellectual property, commercialisation, and contract management.
* Demonstrated ability to build and develop key strategic relationships and deliver end-to-end conversion of strategic business development and commercialisation opportunities to support the delivery of revenue growth and impact objectives.
* Access to relevant industry networks and demonstrated experience in seeking and securing industry and government support, with strong knowledge and understanding of business and/or policy drivers.
* Demonstrated high-level ability to operate effectively in a complex environment, balance a range of multiple simultaneous demands whilst delivering business outcomes within defined timeframes.
* Excellent interpersonal communication and stakeholder management skills for brokering agreement deals on behalf of universities or equivalent research organisations including collaborative, joint venture, sponsorship and licencing agreements within Australia and overseas.
* Demonstrated ability to build and sustain collaborative relationships across the University, interact collegiately with diverse stakeholders, negotiate effectively and build successful professional relationships on a regional, national and international scale.
* Knowledge of and skills in competitive grant funding, tenders and/or industry focused R&D initiatives as well as a comprehensive working knowledge of public and private research trends within Australia and internationally.
* Excellent written and spoken communication skills, including the ability to develop business cases, prepare project plans, report on metrics, deliver presentations and co-ordinate forums.

**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.

**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.

**La Trobe Cultural Qualities**

Our cultural qualities underpin everything we do. As we work towards realising the strategic goals of the University we strive to work in a way which is aligned to our four cultural qualities:

* 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 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* ***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.