

Details

Area	Research and Innovation
Team	Business Development and Commercialisation
Location	Flexible
Classification	HEW level 9
Reports to	Director, Business Development

Deakin

Deakin is a Victorian university with a global impact. We are agile and innovative, and committed to making a positive impact through our excellence in education and research and the contributions we make to the wider community.

Our reputation has been built on the dedication and expertise of our staff. We offer a dynamic, diverse and inclusive working environment with opportunities to grow and develop careers. We believe that a progressive, thriving culture will ensure people choose to come, and stay at Deakin and contribute to our ongoing success.

As one of Australia's largest universities, Deakin has strong global linkages, world-class research and an education portfolio that blends the best of campus and digital delivery into a highly supportive and personalised student experience.

We offer outstanding education founded on the experience we create for our learners and guided by graduate outcomes for successful lives and careers. We undertake globally significant discovery research that benefits our communities through the innovative translation of our ideas into new services, products, policies and capabilities.

Deakin campuses sit on Wadawurrung, Wurundjeri, and Eastern Maar Countries, and the University acknowledges, values and deeply respects its connection with the Traditional Custodians and Elders past and present of these lands and waterways. Deakin is the most popular university destination in Victoria for Aboriginal and Torres Strait Islander students and has a rich history of supporting the ambitions of First Nations students, including through the NIKERI Institute (formerly the Institute of Koorie Education).

Deakin aspires to be Australia's most progressive university, with the principles of diversity, equity and inclusion underpinning our approach to education, research, employability, digital delivery, innovation, and partnerships for impact. Our vision is for an inclusive environment where we value and celebrate diversity, embrace difference and nurture a connected, safe and respectful community. We want Deakin to be a place where all staff and students feel included and respected for their unique perspectives and talents.

[Strategic Plans – Deakin 2030: Ideas to Impact](#)

[Benefits of working at Deakin](#)

Overview

Deakin's Research Business Development and Commercialisation division (BD&C) is a key function within the University's Research and Innovation portfolio, establishing partnerships with industry, government other public and private sector organisations and our community; and positioning Deakin as a leader in research translation. Dedicated to developing partnerships, business development, the division is responsible for steering the strategic vision and positing Deakin as a partner of choice, connecting researchers with opportunities and managing external engagement. The team also bring innovative solutions to market through commercialising Deakin's intellectual property and supporting entrepreneurs through our Spark program. BD&C key areas within the division are Deakin's Recycling and Clean Energy Commercialisation Hub (REACH) Trailblazer, Business Development, Intellectual Property, Commercialisation and Entrepreneurship.

The Senior Consultant, Business Development is part of the Business Development and Commercialisation division. In collaboration with key stakeholders, the Senior Consultant will take a hands-on and proactive approach to identify and deliver new research relationships to achieve a more sustainable, efficient and improved university.

The primary purpose of the Senior Consultant, Business Development role is to work closely with the Associate Director, Business Development to provide high-quality, thorough and responsive support to University's externally-funded research activities across all campuses according to Deakin processes to ensure compliance with University objectives and policies.

The incumbent will support the Business Development and Commercialisation team to develop linkages with industry, government and other public and private sector organisations to support research and development at the University. The incumbent will assist Associate Director, Business Development in developing new strategies and initiatives for growing research activities, raising research income, and manage these activities, including assisting in the identification of opportunities for research funding from non-traditional sources. Business Development and Commercialisation has the central responsibility for developing and managing major research proposals and commercialisation potential with the exception of nationally contestable grants and will work closely with other members of the research teams in the Division.

Reporting to the Director, Business Development, the role will:

- Lead with clear direction high-quality end-to end preparation of research agreements and proposal costing
- Build strong professional relationships with Deakin researchers and a strong understanding of their research focus' and activity to identify and foster research relationships for Deakin and provide strategic advice as to how to best align Deakin research with industry, government and not-for-profit needs.
- Maintain strong relationships with research partners to ensure there is pipeline of opportunities
- Position Deakin as a major player in research and a preferred research provider through external networking.
- Record, monitor and circulate potential external funding opportunities in the fields University has the capability and expertise

- Ensure the implementation of all University policies, in particular, those relating to equal opportunity, occupational health and safety, risk relate to the areas for which the position management, staff development and staff performance planning and review
- Ensure the implementation of all University policies, in particular, the intellectual property policy, contracts procedure, commercial activities and entities and fraud and corruption preventions and control provedure
- Develop and maintain effective networks with government, industry, non-government organisations and technology developers and providers to establish future successful research commercial partnerships
- Assist with the development of business arrangements between Deakin Research and commercial partnerships i.e. Budget proposals and IP protection

Accountabilities

- Use knowledge of key business drivers to inform the development of concepts and strategies and use information from a diverse range of people, groups and resources to make critical strategic decisions
- Translate complex issues into clear and understandable goals and targets for Deakin and encourage and coach others to question traditional assumptions and review practices and policies
- Manage workloads and resources to deliver agreed outcomes and establish systems and procedures to guide work and track progress. Continually evaluate progress and re-prioritises work based on changing needs
- Integrate multiple data sources to seek trends and analyse specific challenges. Discusses and understand broad constructs rather than concrete examples and implement solutions, evaluate effectiveness and adjust actions as required
- Draw on a range of information sources to identify new ways of doing things and ways of being inclusive to ensure implementation of continuous improvement strategies in own work area. Use accepted theory and practices to develop and deploy continuous improvement actions
- Set a positive example of achievement and inspire others to succeed with ethics and recognise and reward performance and behaviours that contribute to the delivery of results and high-quality outcomes that meet the needs of a diverse range of stakeholders
- Gain stakeholder support and generate enthusiasm about change and develop a safe environment to express views and promote inclusive and respectful issue resolution
- Provide tailored coaching to enable individuals to deliver high quality solutions and set clear standards of expected behaviour. Lead with values, ethics and emotional intelligence to grow team resilience, inclusion and performance. Actively look for opportunities to celebrate and reward outstanding performance

Selection

- Postgraduate qualifications and extensive relevant experience; or
- Extensive experience and management expertise; or
- An equivalent combination of relevant experience and/or education/training
- Expert knowledge of systems, process and business improvement capabilities
- Experience designing effective solutions to complex business and technical problems
- Experience managing stakeholders to achieve project outcomes
- Extensive project management experience

Capabilities

- **Delivers Outcomes** creates clarity through governance, makes decisions that result in quality outcomes
- **Innovates** creates an environment where creativity and innovation are valued
- **Plans work** plans the delivery of work while balancing priorities and resources
- **Improves Work** proactively improves the efficiency and quality of processes and systems
- **Inspires Results** translates strategic priorities into reality, inspires outcomes through others
- **Strategic Analysis** uses cross-disciplinary knowledge, intelligence and insights to inform future direction

Special Requirements

- This position may require the incumbent to occasionally work outside business hours
- This position may require the incumbent to travel from time-to-time within Victoria, domestic and/or international to attend conferences, events and to represent the university
- This position requires the incumbent to hold a current Working with Children Check

Note The intention of the position description is to provide an outline of scope and responsibilities, at a point in time. Please note, responsibilities may evolve in accordance with organisational needs.