

Business Development Manager

College/Division	College of Sciences and Engineering
School/Section	Tasmanian Institute of Agriculture
Location	Launceston
Classification	HEO9
Reporting line	Reports to Director of the Tas Innovation Hub

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 Tas Innovation Hub (the Hub) is a large and complex program sponsored by the Department of Agriculture, Water and the Environment (DAWE) under the Commonwealth's [Future Drought Fund](#) (FDF) program. The scope of the Hub has expanded beyond drought issues (see [Media Release](#)) in line with the National Agricultural Innovation Policy Statement (October 2021). The advertised role is to service Hub expansion.

The Hub is administered by the University of Tasmania who have formed a consortium with major regional players. Together, we are creating an engagement, learning and innovation platform from the ground up to integrate the work of farmers, researchers, local entrepreneurs, traditional custodians, practitioners in natural resource management, industry and community developers. The Hubs represent a new way of organising the key functions of research, development and extension within the agricultural innovation system in Australia through co-design and co-creation of relevant, evidence-based solutions.

The Business Development Manager will work with the Hub Director, Commonwealth Directors and consultants to develop an expanded business model to ensure the Hub's long-term sustainability. They will work with current partners and others to build relationships with potential new partners for deeper engagement and delivery to the National Agenda. They will maintain network intelligence to facilitate co-investment and help evolve the Hub's business and funding model. This role will create synergies with the Lead Knowledge Broker to facilitate knowledge exchanges across themes and mobilise teams and relevant activities. The successful incumbent will engage effectively with the Hub's governance and will contribute to strategic planning and development of new initiatives to accelerate innovation in the sector. They will source and manage sectoral and policy information, statistics and data relevant to the Hub's objectives.

Reporting directly to the Director of the Hub, the position will sit within the [Tasmanian Institute of Agriculture](#) - a joint venture between the Tasmanian Government and the University of Tasmania that supports sustainable agricultural and food sectors through high-impact research, development, extension and education.

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

- Build and maintain effective relationships and links with relevant business, government, entrepreneurs, and peak industry bodies with a view to identifying and developing opportunities consistent with the Hub's purpose and expanding remit.
- Play a key role in developing and evolving the Hub's business model, including procurement and (limited) collaboration with relevant external expertise where appropriate.
- Act as a point of contact for business and industry relating to current and potential future activities and co-investments involving the expanded Hub.
- Work pro-actively with the Hub's Lead Knowledge Broker, Hub Partners and others in the Hub's networks to recruit capabilities and resources to maximise the impact of the Hub's activities.
- Represent members of the Hub's Operations Team, including the Hub Director, at key meetings or events and for delivery of presentations, as required.
- Gather and interpret industry and regional information and analyse trends for decision making, internal and external stakeholder management and for reporting purposes.
- Contribute to the Hub's reporting requirements, including timely entries to the Hub's electronic system for information and project management.
- Undertake other duties relating to business development as required

What We're Looking For (success criteria)

- A post-graduate degree, or equivalent combination of relevant experience and training.
- Demonstrated experience in business development, partnerships and establishment of productive industry relationships within the agricultural and/or food processing sector.
- Proven negotiation, influencing and strong analytical skills, with well-developed judgement and decision-making skills.
- Demonstrated ability to communicate effectively and develop high level relationships with a diverse range of collaborators especially within the agricultural and/or food processing sector, including technology developers and entrepreneurs.
- Ability to co-operate with others to achieve organisational objectives and to build trust and reciprocity with other teams including those in partner organisations.
- Demonstrated ability to coordinate initiatives preferentially within the agricultural and/or food processing sector and undertake a diverse range of tasks and identify priorities to meet deadlines.

Your Personal Values and Traits

- Highly developed interpersonal skills, effective listening skills and a growth mindset that drives high performance.
- Ability to identify critical contributors and influencers through established networks.

Other position requirements

- Regular intrastate or interstate travel, including field visits in rural locations

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.

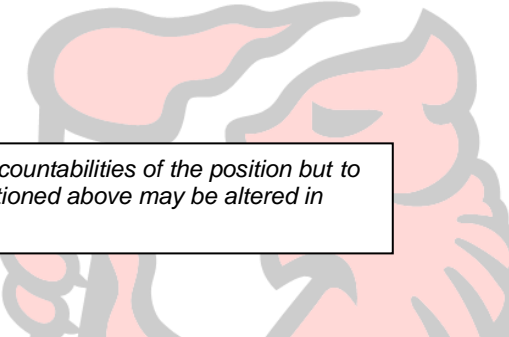
More information:

<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.



<https://www.utas.edu.au/careers/our-people-values-and-behaviours>



It is not the intention of the position description to limit the scope or accountabilities of the position but to highlight the most important aspects of the position. The aspects mentioned above may be altered in accordance with the changing requirements of the role.