



## POSITION DESCRIPTION

Australian Mathematical Sciences Institute  
Faculty of Science

### Business Development Officer, APR.Intern (QLD)

POSITION NO	0046075
CLASSIFICATION	PCS 7
SALARY	\$88,171 – \$95,444 p.a.
SUPERANNUATION	Employer contribution of 17%
WORKING HOURS	Full-time
BASIS OF EMPLOYMENT	Fixed-term for 13 months
OTHER BENEFITS	<a href="http://about.unimelb.edu.au/careers/working/benefits">http://about.unimelb.edu.au/careers/working/benefits</a>
HOW TO APPLY	Online applications are preferred. Go to <a href="http://about.unimelb.edu.au/careers">http://about.unimelb.edu.au/careers</a> , select the relevant option ('Current Staff' or 'Prospective Staff'), then find the position by title or number.
CONTACT FOR ENQUIRIES ONLY	Glen Sheldon Tel +61 3 9305 3646 Email <a href="mailto:g.sheldon@aprintern.org.au">g.sheldon@aprintern.org.au</a>  <i>Please do not send your application to this contact</i>

For information about working for the University of Melbourne, visit our website:  
[about.unimelb.edu.au/careers](http://about.unimelb.edu.au/careers)

## ***Position Summary***

***This position will be based in Queensland.***

The incumbent will have desk space at multiple Brisbane, Queensland universities and will be required to travel between Brisbane and other Queensland universities.

Australian Postgraduate Research Intern (APR.Intern) is the only national all sector, all discipline internship program placing PhD students into business.

Driving innovation and accelerating the placement of highly skilled researchers into industry through short-term industry and research collaborations, both industry and academia are set to benefit from this invaluable experience.

A not-for-profit program, APR.Intern is open to all PhD students with a focus on advancing women in STEM. The program is supported by the Australian Government Department of Education and Training through the "Supporting more women in STEM careers: Australian National Mathematical Sciences Institute (AMSI) - National Research Internship Program (NRIP)", allowing the program to offer a rebate to industry.

APR.Intern is a program at AMSI, the national Institute for the mathematical sciences in Australia. The program model was developed by AMSI and is strongly embraced following the expansion to include all disciplines. The APR.Intern program is receiving strong praise and a high-level of return business.

The Business Development Officer is responsible for securing projects with the public and private sector and building channel partnerships to support the APR.Intern program.

The incumbent should be energetic, self-motivated and able to engage with industry from SMEs to large corporates, research institutes and government agencies as well as the university sector. We are looking for someone with strong business development skills and an ability to liaise with a wide variety of stakeholders across all levels of industry and academia. An understanding of the research landscape and the benefits and impact of applied research resulting from the collaboration between the sectors.

The Business Development Officer will engage with industry to ascertain the research needs of the organisation while simultaneously working with universities to place research specialists to strategic partners. In addition, the Business Development Officer will need to attend events and symposiums to develop new industry leads whilst also continuing to engage with existing partners and look to expand those relationships.

The position reports to the Business Development Manager and works closely with AMSI and APR.Intern staff towards the development and coordination of the Intern Program.

## ***1. Key Responsibilities***

### **1.1 BUSINESS DEVELOPMENT ACTIVITY**

Under the broad direction of the Business Development Manager, undertake tasks and initiatives towards growing the APR.Intern Program:

- ▶ Conduct business development activities such as attending and presenting to industry networking events and conferences to grow the APR.Intern business development pipeline
- ▶ Maintain and develop relationships with key stakeholders including industry partners, academic researchers and university partners

- ▶ Work closely with key program partners to generate and execute new collaborative initiatives to drive business growth
- ▶ Develop and execute strategic business development initiatives

## 1.2 STAKEHOLDER RELATIONS AND INTERNSHIP COORDINATION

Under the direction of the Business Development Manager, the incumbent will undertake various strategic engagement activities including:

- ▶ Manage and maintain a range of accounts from SME, large organisations and government agencies to build ongoing, large-scale engagement
- ▶ In partnership with industry partners, attend or present at events, including workshops and conferences, to promote the benefits of the program and generate new opportunities
- ▶ Work closely with universities on key strategic activities to identify appropriate academics and students for industry opportunities
- ▶ Provide a consultative approach to industry partners regarding the translation of projects into concrete research proposals
- ▶ Co-ordinate, in conjunction with the administrative support team, in a timely manner, the end to end internship process: planning, interviews (industry partners, academic staff and PhD students), identifying delivery outcomes and all relevant paperwork e.g., exit surveys to be completed after commencement
- ▶ Manage student and industry expectations through careful monitoring of internship progression to ensure a successful collaboration
- ▶ Exercise a strong duty of care in relation to all parties throughout the internships

## 1.3 ADMINISTRATION

Under the guidance of the Business Development Manager, the successful applicant will undertake various administrative activities including:

- ▶ Manage a portfolio of collaborations from commencement to completion, including accurate contract execution, contract management, strategic planning and reporting
- ▶ Ensure that all in-house administrative processes and procedures are followed and work closely with the APR.Intern back office team
- ▶ Accurately record relevant activities in the CRM (Salesforce)
- ▶ Occupational Health and Safety (OHS) responsibilities as outlined in section 5 of this document

## 2. Selection Criteria

### 2.1 ESSENTIAL

- ▶ Completion of a relevant tertiary postgraduate degree with extensive relevant experience, or an equivalent combination of relevant experience and/or education/training

- ▶ Demonstrated ability to develop strategic partnerships with business and industry and to foster strong collaborative and productive relationships
- ▶ Demonstrated ability to source and convert new business opportunities
- ▶ Outstanding interpersonal skills to communicate effectively with a wide range of stakeholders, including:
  - excellent written and verbal skills with ability to communicate clearly and accurately to a variety of audiences using multiple channels
  - demonstrated evidence of critical thinking, influencing skills and negotiating to achieve mutually beneficial outcomes
  - sound public presentation skills at client facing meetings, and networking events
- ▶ A proven track record in stakeholder engagement and stewardship activities
- ▶ Demonstrated strong planning and organisational skills with ability to handle multiple priorities and demonstrate initiative in management of accounts, projects/ events, to a successful conclusion
- ▶ Extensive experience in the use of a client database management system and a wide range of business software applications and tools including MS Office suite (particularly Word, Excel, PowerPoint and Outlook)
- ▶ Self-motivated and flexible in responding to changing work priorities, with the capacity both to work independently and to work collaboratively and effectively as part of a team

## 2.2 DESIRABLE

- ▶ Experience working in industry and/or the public or private research sector
- ▶ Knowledge of the tertiary education sector and experience working with PhD students and academic staff
- ▶ Experience with industry-based PhD programs or postgraduate internships
- ▶ Experience with the Salesforce Customer Relationship Management system

## 2.3 SPECIAL REQUIREMENTS

- ▶ The incumbent will have desk space at 3 QLD universities, however will also be required to visit other participating universities in QLD, on a weekly basis
- ▶ A valid driver's licence and access to a vehicle
- ▶ Willingness and ability to undertake frequent regional and domestic travel and flexibility to attend after hours events and meetings to represent the APR.Intern Program

# 3. Job Complexity, Skills, Knowledge

## 3.1 LEVEL OF SUPERVISION / INDEPENDENCE

The incumbent works under the broad supervision of the Business Development Manager, and is expected to work autonomously with the day-to-day operations of the APR.Intern Program. The incumbent will be expected to show initiatives contributing to the growth of the program.

### 3.2 PROBLEM SOLVING AND JUDGEMENT

The Business Development Officer will develop and maintain an extensive understanding of the processes involved in the APR.Intern Program. They will be required to prioritise and schedule work to meet deadlines, whilst juggling competing demands. The incumbent must interpret the needs of clients, students, AMSI members and others to provide tactful and appropriate service.

The position requires outstanding organisational and administrative skills, excellent oral and written communication skills, excellent Word and Excel skills using Microsoft Office, and the ability to contribute to the management of the APR.Intern program.

### 3.3 PROFESSIONAL AND ORGANISATIONAL KNOWLEDGE

The position requires sound organisational and administrative skills, highly developed oral and written communication skills, advanced word and data-processing skills using Microsoft Office and the ability to contribute to the management of resources within a complex organisation.

A detailed knowledge of the University's policies and procedures along with the AMSI and APR.Intern functions and operation is required to ensure that key responsibilities are executed and key processes are followed. The capacity to work with a range of people at different levels within the University, and externally is important.

### 3.4 RESOURCE MANAGEMENT

All staff are responsible for the effective management of their time and other resources and are expected to suggest ways that the team could more effectively complete its core business without compromising customer service and administrative standards.

### 3.5 BREADTH OF THE POSITION

As the responsibilities of the position are broad and varied requiring the incumbent to liaise with academics, university staff, students and external visitors to AMSI, the incumbent is expected to acquire and maintain an up-to-date knowledge in all areas relevant to the position.

## 4. *Equal Opportunity, Diversity and Inclusion*

The University is an equal opportunity employer and is committed to providing a workplace free from all forms of unlawful discrimination, harassment, bullying, vilification and victimisation. The University makes decisions on employment, promotion and reward on the basis of merit.

The University is committed to all aspects of equal opportunity, diversity and inclusion in the workplace and to providing all staff, students, contractors, honorary appointees, volunteers and visitors with a safe, respectful and rewarding environment free from all forms of unlawful discrimination, harassment, vilification and victimisation. This commitment is set out in the University's People Strategy 2015-2020 and policies that address diversity and inclusion, equal employment opportunity, discrimination, sexual harassment, bullying and appropriate workplace behaviour. All staff are required to comply with all University policies.

The University values diversity because we recognise that the differences in our people's age, race, ethnicity, culture, gender, nationality, sexual orientation, physical ability and background bring richness to our work environment. Consequently, the People Strategy sets out the strategic aim to drive diversity and inclusion across the University to create an environment where the compounding benefits of a diverse workforce are recognised as vital in our continuous desire to strive for excellence and reach the targets of Growing Esteem.

## **5. Occupational Health and Safety (OHS)**

All staff are required to take reasonable care for their own health and safety and that of other personnel who may be affected by their conduct.

OHS responsibilities applicable to positions are published at:

<http://safety.unimelb.edu.au/topics/responsibilities/>

These include general staff responsibilities and those additional responsibilities that apply for Managers and Supervisors and other Personnel.

## **6. Other Information**

### **6.1 AUSTRALIAN MATHEMATICAL SCIENCES INSTITUTE (AMSI)**

[www.amsi.org.au](http://www.amsi.org.au)

AMSI is a joint venture partnership of 12 universities with membership made up of an additional 19 universities, 5 Government agencies and 6 mathematical and statistical societies. The University of Melbourne is the lead agent the joint venture.

AMSI was established in November 2002 with initial funding of \$1M from the Victorian Government's Science, Technology and Innovation Infrastructure grants program and matching funds from a member consortium of Australian universities and other mathematical organisations.

AMSI's mission is the radical improvement of mathematical sciences capacity and capability in the Australian community.

Since its inception AMSI has developed as a nationally and internationally recognised centre for the mathematical sciences with achievements ranging across:

- ▶ Representation of its and the wider mathematical community in communicating the strengths, importance and vital benefits of mathematics and statistics to journalists, university administrators, politicians, public servants and industrialists
- ▶ Significant participation in and support of high-level submissions to governments;
- ▶ Successful organisation of wide-ranging industry-linked activities
- ▶ Enhancement of the national level of competency in school mathematics through provision of well researched, well researched, well written mathematics textbooks and teacher resource materials, teacher professional development and electronic teaching aids
- ▶ On-going provision of activities at the higher education level including specialist courses and research workshops

- ▶ Development and delivery of a national PhD internship program open to all disciplines

The Australian Mathematical Sciences Institute (AMSI) is located at the University of Melbourne and is a departmental unit in the Faculty of Science. It is situated at Building 161 on the university's main campus in Parkville.

## 6.2 FACULTY OF SCIENCE

<http://www.science.unimelb.edu.au>

Science at the University of Melbourne is the most highly ranked Faculty of Science in Australia.\* Science is defined by its research excellence in the physical and life sciences and is at the forefront of research addressing major societal issues from climate change to disease. Our discoveries help build an understanding of the world around us.

We have over 150 years of experience in pioneering scientific thinking and analysis, leading to outstanding teaching and learning and offer a curriculum based on highly relevant research, which empowers our STEM students and graduates to understand and address complexities that impact real world issues and the challenges of tomorrow.

We aspire to engage the broader community with the impact that Science has on our everyday lives. Through the strength of our internships and research project offerings, our students are provided opportunities to engage with industry partners to solve real-world issues.

The Faculty of Science has over 55,000 alumni and is one of the largest faculties in the University comprising seven schools: BioSciences, Chemistry, Earth Sciences, Ecosystem and Forest Sciences, Geography, Mathematics and Statistics, and Physics.

The Faculty is custodian of the Bio21 Molecular Science and Biotechnology Institute, Office for Environmental Programs and home to numerous Centres.

Science manages more than \$315 million of income per annum, with a staff base in the order of 270 professional staff, and more than 580 academic staff.

We offer a range of undergraduate, honours, graduate and research degrees; enrolling over 9,400 undergraduate and 2,000 graduate students. The Faculty of Science is the custodial Faculty for the BSc (Bachelor of Science). The Faculty of Science is a leader in research, contributing approximately \$80 million in HERDC income per annum. The Faculty of Science is highly research focused, performing strongly in the ARC competitive grants schemes, often out-performing the national average. The Faculty of Science is currently growing its competitiveness and standing in the NHMRC space.

The Faculty of Science provides community services and industry partnerships based on a solid foundation of research in the pure and applied sciences. The Faculty has an endowment of approximately \$78 million. The annual income from the endowment supports more than 250 prizes, scholarships and research awards.

\*Figures from the latest available data for 2015, including published international rankings data.



### 6.3 THE UNIVERSITY OF MELBOURNE

Established in 1853, the University of Melbourne is a leading international university with a tradition of excellence in teaching and research. The main campus in Parkville is recognised as the hub of Australia's premier knowledge precinct comprising eight hospitals, many leading research institutes and a wide-range of knowledge-based industries. With outstanding performance in international rankings, the University is at the forefront of higher education in the Asia-Pacific region and the world.

The University employs people of outstanding calibre and offers a unique environment where staff are valued and rewarded.

Further information about working at The University of Melbourne is available at <http://about.unimelb.edu.au/careers>.

### 6.4 GROWING ESTEEM, THE MELBOURNE CURRICULUM AND RESEARCH AT MELBOURNE: ENSURING EXCELLENCE AND IMPACT TO 2025

Growing Esteem describes Melbourne's strategy to achieve its aspiration to be a public-spirited and internationally-engaged institution, highly regarded for making distinctive contributions to society in research and research training, learning and teaching, and engagement. <http://about.unimelb.edu.au/strategy-and-leadership>

The University is at the forefront of Australia's changing higher education system and offers a distinctive model of education known collectively as the Melbourne Curriculum. The new educational model, designed for an outstanding experience for all students, is based on six broad undergraduate programs followed by a graduate professional degree, research higher degree or entry directly into employment. The emphasis on academic breadth as well as disciplinary depth in the new degrees ensures that graduates will have the capacity to succeed in a world where knowledge boundaries are shifting and reforming to create new frontiers and challenges. In moving to the new model, the University is also aligning itself with the best of emerging European and Asian practice and well-established North American traditions.

The University's global aspirations seek to make significant contributions to major social, economic and environmental challenges. Accordingly, the University's research strategy *Research at Melbourne: Ensuring Excellence and Impact to 2025* aspires to a significant advancement in the excellence and impact of its research outputs.

<http://research.unimelb.edu.au/our-research/research-at-melbourne>

The strategy recognises that as a public-spirited, research-intensive institution of the future, the University must strive to make a tangible impact in Australia and the world, working across disciplinary and sectoral boundaries and building deeper and more substantive engagement with industry, collaborators and partners. While cultivating the fundamental enabling disciplines through investigator-driven research, the University has adopted three grand challenges aspiring to solve some of the most difficult problems facing our world in the next century. These Grand Challenges include:

- ▶ Understanding our place and purpose – The place and purpose grand challenge centres on understanding all aspects of our national identity, with a focus on Australia's 'place' in the Asia-Pacific region and the world, and on our 'purpose' or mission to improve all dimensions of the human condition through our research.



- ▶ Fostering health and wellbeing – The health and wellbeing grand challenge focuses on building the scale and breadth of our capabilities in population and global health; on harnessing our contribution to the ‘convergence revolution’ of biomedical and health research, bringing together the life sciences, engineering and the physical sciences; and on addressing the physical, mental and social aspects of wellbeing by looking beyond the traditional boundaries of biomedicine.
- ▶ Supporting sustainability and resilience – The sustainability and resilience grand challenge addresses the critical issues of climate change, water and food security, sustainable energy and designing resilient cities and regions. In addition to the technical aspects, this grand challenge considers the physical and social functioning of cities, connecting physical phenomena with lessons from our past, and the implications of the technical solutions for economies, living patterns and behaviours.

Essential to tackling these challenges, an outstanding faculty, high performing students, wide collaboration including internationally and deep partnerships with external parties form central components of Research at Melbourne: Ensuring Excellence and Impact to 2025.

## 6.5 GOVERNANCE

The Vice Chancellor is the Chief Executive Officer of the University and responsible to Council for the good management of the University.

Comprehensive information about the University of Melbourne and its governance structure is available at <http://www.unimelb.edu.au/governance>