



# MANAGER, CLINICAL PARTNER DEVELOPMENT (BRAIN MACHINE INTERFACES)

DEPARTMENT/UNIT	Electrical and Computer Systems Engineering
FACULTY/DIVISION	Faculty of Engineering
CLASSIFICATION	Level 9
WORK LOCATION	Clayton campus

## ORGANISATIONAL CONTEXT

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Monash is a university of transformation, progress and optimism. Our people are our most valued asset, with our academics among the best in the world and our professional staff revolutionising the way we operate as an organisation. For more information about our University and our exciting future, please visit [www.monash.edu](http://www.monash.edu).

The **Faculty of Engineering** is one of the largest in Australia, renowned worldwide for the quality and calibre of our teaching, research and graduates. We offer a comprehensive range of undergraduate, graduate, postgraduate and higher degree by research programs in a wide range of engineering disciplines. Our research activities provide a platform for establishing a thriving educational enterprise and our staff are committed to creating a dynamic learning environment. The research activities range from fundamental studies to research with a strong applications orientation. To learn more about the Faculty of Engineering, please visit our website: [www.eng.monash.edu.au/](http://www.eng.monash.edu.au/).

**Monash Vision Group** (MVG) has been developing technologies to stimulate the visual cortex that have received research approval. The MVG team has also been working on a cortical recording device. The stimulator and recorder work together for a bidirectional brain interface. MVG is part of the Department of Electrical and Computer Systems Engineering (ECSE), in the Faculty of Engineering, Clayton. The group is directed by Professor Arthur Lowery.

Monash Vision Group is in the process of developing plans to commercialise its technologies, and has embarked on a rigorous planning process with the aim of developing Business Plans for two commercial companies that will use its Brain Machine Interface technology. The planning process is expected to take one year, during which external funding will be sought. The planning will involve: market research with clinicians and patients, competitive analysis, building relationships with health-care providers and government technology auditing, supply chain planning, regulatory and legal issues, manufacturing planning and certification and partner development.

## POSITION PURPOSE

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The Manager, Clinical Partner Development (Brain Machine Interfaces) reports into the Project Lead (Brain Machine Interfaces), to support the development of business plans for two commercial companies based on MVG's brain-machine interface (BMI) technology. These plans will form the basis of proposals for future funding.

The role is outward facing. Its purpose is to firstly liaise with patient groups, hospitals and clinicians to identify promising applications of BMI technology to provide innovative, safe and effective treatments for a range of conditions. The role will then work with the team, MVG and the university to identify the two best applications, both in terms of technology fit and long-term commercial opportunities. Based on these decisions, stronger relationships will be formed with key providers, including 5-year plans for the development, testing and commercial roll-out of these technologies. The testing plans may include pre-clinical verification using external service providers, and will include clinical testing after ethics approvals. Both will require the development of close working relationships with service providers, such as universities and hospitals. The role offers the chance to be at the forefront of a new treatment paradigms for disease and disability, with the goal of growing Australian medical device capabilities through commercialisation of BMI technologies.

The position will be required to network across Australia, organise workshops of interested partners and calibrate commitments made by potential partners. Information gathered will be reported, both verbal and written, to the Project Lead.

**Reporting Line:** The position reports to the Project Lead under broad direction, working with a considerable degree of autonomy

**Supervisory Responsibilities:** Not applicable

**Financial Delegation:** Not applicable

**Budgetary Responsibilities:** Not applicable

## KEY RESPONSIBILITIES

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1. Lead and manage the identification and assessment of a minimum of five potential applications of BMI technology by workshoping with patient groups, medical professionals, government departments and medical service providers
2. Lead and drive a cross-functional team, including engineering colleagues, and partners to match external requirements with present and future technological capabilities and government funding models
3. Compare, analyse and provide specialist expert advice and assessment on the proposed BMI interventions with alternative interventions, both commercial and proposed, in order to enhance and maintain their competitive edge
4. With the aid of consultants and team members, make significant contributions to the development of robust business cases for two companies
5. Initiate, develop and maintain strong partnerships with other relevant business units, functional areas, internal and external stakeholders, including negotiating and managing contracts with external service providers where required, consistent with the goals of the Stage 1 project team
6. Identify regulatory requirements for the clinical testing and commercialisation of the technologies, and identify strategies to meet these requirements in collaboration with external consultants, managing these consultants where necessary
7. Play a leading role in the formulation of plans for the clinical testing and roll-out of two products, which are able to be leveraged as the basis of the applications for future funding
8. Contribute to the design, authorship, presentation and success of the funding applications

9. Initiate, lead and drive strong working and contractual relationships with external partners and end-user groups to enable rapid commercialisation, providing supervision and direction to external consultants where required
10. Conduct all business development activities in accordance with University policies and procedures and, in particular, the Conflict of Interest policy

## **KEY SELECTION CRITERIA**

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### **Education/Qualifications**

1. The appointee will have:
  - Postgraduate qualifications and extensive relevant experience, preferably in medical device development and/or the clinical trial of devices; or
  - an equivalent combination of relevant experience and/or education/training

### **Knowledge and Skills**

2. A proven ability to identify and develop working relationships with medical service providers, medical professionals, patients and advocacy groups
3. Demonstrated proven ability to gather and analyse data from a range of sources, and to draw business conclusions in a team environment
4. Knowledge and expertise of regulatory aspects of clinical trials, particularly for implantable medical devices
5. Demonstrated experience and success in a 'business partnering' or similar environment and an ability to work towards collaborative achievements and shared goals
6. Outstanding relationship management and consulting skills including the ability to manage consultative processes, engage with senior management, influence and negotiate at a high level
7. Superior interpersonal and communication skills with the ability to communicate high-level strategy, provide authoritative advice and effectively communicate and present complex and sensitive information
8. Outstanding planning and organisational skills, with experience establishing priorities, allocating resources and meeting deadlines in a large, complex organisation
9. Exceptional numeracy, analytical and conceptual skills including demonstrated ability to quickly assimilate new concepts and information and deliver positive, innovative solutions

## **OTHER JOB RELATED INFORMATION**

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- Travel to service providers around Australia,, and possibly overseas, will be required
- There may be a requirement to work additional hours from time to time
- There may be peak periods of work during which taking of leave may be restricted

## **LEGAL COMPLIANCE**

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Ensure you are aware of and adhere to legislation and University policy relevant to the duties undertaken, including: Equal Employment Opportunity, supporting equity and fairness; Occupational Health and Safety, supporting a safe workplace; Conflict of Interest (including Conflict of Interest in Research); Paid Outside Work; Privacy; Research Conduct; and Staff/Student Relationships.