

# Position Description

## *Director, Commercial Health & Wellbeing*



### Details

Area	Deputy Vice-Chancellor Research Portfolio
Team / School	Deakin Research Innovations
Employment	Full-time and fixed-term
Location	
Classification	HEW 10+
Manager	Executive Director, Deakin Research Innovations

### 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.

At Deakin we value diversity, embrace difference and nurture an inclusive, safe and respectful community. Deakin is an Employer of Choice for Gender Equality, a SAGE Athena SWAN Bronze Award holder, seeking gender equity for Women in STEMM, and a Silver Award holder in the Australian Workplace Equality Index for LGBTQ inclusion. We strongly encourage applications from Aboriginal and Torres Strait Islander people and people of all cultures, abilities, sexualities and genders.

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

[Benefits of working at Deakin](#)

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### **Overview**

The Director Commercial Health & Wellbeing has responsibility for the development and implementation of strategies aligned with the University activities within the health & wellbeing sectors, for linkages with industry, government and other public and private sector organisations to support research, development, and commercialisation at Deakin University.

The Director leads a team of Commercial Managers, each with a particular internal and external client focus, aligned to one or more of Deakin's research strengths, working collaboratively to identify market opportunities and prepare business plans.

Reporting to the Executive Director, Deakin Research Innovations, the Director will contribute to new strategies and initiatives for growing research, raising research income, and manage significant commercially focused activities, including business development, negotiating high value or impact research contracts, licences, and agreements, and ensuring effective development of business cases.

### **Accountabilities**

- Develop and deliver on strategies to position Deakin as a preferred research partner in targeted markets for industry and government
- Build team capability, enabling team members to provide trusted advice and offer expert solutions and strategies aligned with Deakin's strategic priorities
- Lead the development of long-term relationships, to ensure strategic alignment across faculties, institutes and portfolios, and external partners, developing a shared vision to grow research and industry-based projects, attract funds for research, foster collaboration with industry and government, and support the commercialisation of research outcomes through the University's Commercialisation and Translation team
- Lead the business development activities of identifying and nurturing relationships with industry and government, that will increase the quality and quantum of Research income.
- Represent the university in commercial negotiations, and effectively liaise on complex commercial contracts and research agreements
- Lead capacity building of Deakin researchers and research teams to effectively engage with industry and government and plan for the commercialisation of their research outcomes
- Bring together and lead multi-disciplinary teams of researchers, enabling functions and external partners, to coordinate the development of tender, contract and project proposals and business plans
- Grow opportunities for partnering with industry, government and venture capital to maximise commercial outcomes and to meet the needs of key industries and the community
- Take personal responsibility for meeting objectives and progressing work. Show initiative and proactively step in and do what is required. Commit energy and drive to see that goals are achieved
- Ensure high quality service delivery by championing continuous improvement strategies and align operations with leading practice
- Act as a coach and work with team members to facilitate growth and development by giving balanced, constructive feedback considering individual capability and team performance, in alignment with Deakin's code of conduct and core university strategies and policies that promote a safe, sustainable and productive working environment.

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### Relationships

- Internal relationships:
  - Deputy Vice-Chancellor Research, Director, Deakin Commercialisation
  - Associate Deans (Research), Heads of Schools, Directors of Research Institutes and Centres
  - Researchers including Deakin staff and students
  - Enabling functions including Office of the General Counsel, Financial and Procurement, and the Innovation Investment Committee
- External relationships:
  - New and existing industry partners
  - Government and associated entities (Federal, State and Local)
  - Venture capital, research funding bodies and institutes

### Selection

#### *Qualifications and experience*

- A postgraduate degree in a relevant discipline or an equivalent combination of qualifications and experience
- Demonstrated capacity to build relationships and represent with internal and external partners and customers, and at the highest levels across industry, government and university sectors
- Demonstrated industry or research sector experience of connecting research, funding and community impact
- Industry experience within the field of Health & Wellbeing
- Proven understanding of university research culture and the pathways for commercialisation of research
- Demonstrated ability to develop collaborative work teams to achieve quality customer service for clients
- Understanding of research and technology concepts and ability to achieve commercial outcomes.
- Demonstrated ability to negotiate and manage contractual arrangements and coordinate projects.

### Capabilities

1. **Inspiring Results:** Translates strategic priorities into operational reality; inspires outcomes through others
2. **Building Networks and Partnerships:** Identifies and invests in relationships essential for growth and positive outcomes
3. **Creating and Innovating:** Explores concepts and insights, generates new ideas and a range of innovative solution
4. **Navigating Complexity:** Proactively and quickly making sense of complex issues; responding effectively to difficult and ambiguous situations
5. **University Operations:** Plans, budgets, and utilises resources to effectively achieve organisational goals
6. **Communicating with Influence:** Engages and energises others through clear and persuasive communication

### Special Requirements

- Frequent travel will be required within Victoria, nationally and on occasions internationally
- Infrequent work outside business hours is required (e.g. work at evening or weekend events is required)
- Drivers Licence
- Working with Children Check
- National Police Record 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.