

Position Description

Commercial Manager, Intelligent Systems



Faculty/Portfolio	Office of the Deputy Vice Chancellor (Research)
School/Centre	Deakin Research Innovations
Basis of Employment	Full-time (36.75 hours per week) and continuing
Primary Location of Work	Geelong Waurun Ponds Campus
Classification	HEW 9
Reporting Line	Senior Commercial Manager – ICT, Deakin Research Innovations

ABOUT DEAKIN

Deakin University is proud to be recognised as an organisation that offers a friendly, supportive and challenging working environment. Our staff are committed to making a genuine difference to people's lives through excellence in education and research. We acknowledge the importance of providing a dynamic and diverse working environment and offer variety in day-to-day roles as well as professional development opportunities to assist staff to grow and progress their careers. Deakin University staff have the opportunity to interact with colleagues from a diverse range of cultures and professional backgrounds, all of whom share a common interest in lifelong learning.

Deakin is Australia's sixth largest university and number one in Victoria for student satisfaction – a ranking of which we are very proud. Deakin University operates five campuses; the Cloud Campus, Melbourne Burwood Campus, Geelong Waurun Ponds Campus, Geelong Waterfront Campus, and the Warrnambool Campus. We have four corporate centres in Melbourne's CBD, and at the Burwood, Waterfront and Waurun Ponds campuses, as well as offices in India, China and Indonesia.

WHY WORK FOR OUR UNIVERSITY?

[Deakin Research Innovations](#)

[Deakin Research](#)

[Benefits of working at Deakin](#)

[Deakin's Strategic Plan – LIVE Agenda](#)

DEAKIN'S PROMISE TO EQUITY, DIVERSITY AND INCLUSION

At Deakin we value diversity, embrace difference and nurture a connected, safe and respectful community. Deakin is an Employer of choice for Gender Equality, a proud member of the SAGE Athena SWAN program seeking gender equity for Women in STEMM, and a bronze award holder in the Australian Workplace Equality Index for LGBTI inclusion. We strongly encourage applications from Aboriginal and Torres Strait Islander people and people of all cultures, abilities, sex and genders.

deakin.edu.au/about-deakin/careers-at-deakin



POSITION OVERVIEW

The primary purpose of the Commercial Manager, Intelligent Systems role is to develop linkages with industry, government and other public and private sector organisations to support research and development at the University. The role will have a particular focus on intelligent systems, transport, engineering and automation. The incumbent will assist in developing new strategies and initiatives for growing research, raising research income, and manage commercially focused activities, including negotiating research contracts.

Key Relationships:

Internal	<ul style="list-style-type: none">The incumbent will work closely with the Deakin Research Innovations (DRI) Executive Director and Senior Commercial Managers and the other members of DRI's team, the DVC-R office, key Faculty and Institute staff involved in liaison with business, industry and government
External	<ul style="list-style-type: none">Government bodies, industry organisations, industry partners and funding groups

PRIMARY RESPONSIBILITIES

- Development and implementation of initiatives for growing research in the University, attracting funds for research, and fostering collaboration with industry and government in the area of intelligent systems, transport and automation.
- Work closely with the University's institutes, labs, strategic research centres and faculties such as Institute for Intelligent Systems Research and Innovation (IISRI), Applied Artificial Intelligence Institutes (A2I2), Faculty of Science, Engineering & Built Environment (SEBE) to develop research opportunities.
- Position Deakin as a major player in research through networking with government and industry.
- Coordination of externally funded projects involving multi-disciplinary teams.
- Discover new intellectual property and devise commercialisation and intellectual property protection strategies.
- Meet annual financial and non-financial targets.
- Ensure the implementation of all University policies that relate to the areas for which the position is responsible, in particular, those relating to equal opportunity, occupational health and safety, risk management, staff development and staff performance planning and review.

ABOUT YOU

To be successful at Deakin you must share the University's values and you are willing to enthusiastically embrace the Deakin Offer and Promise as expressed in the Deakin University Strategic Plan.

You will be the person who is ambitious for Deakin University's success and optimistic about its future; and will display diligence, have great resolve and a focus on producing results.

SELECTION CONSIDERATIONS

Qualifications and Experience:

- A degree from a recognised tertiary institution.
- Relevant experience working in a government, industry, or a research environment in the field of intelligent systems, transport, engineering or automation.
- Experience in innovation, technology or research & development.
- Strategic planning and management.

Capabilities and Personal Attributes:

- Ability to develop collaborative research teams.
- Strong understanding of business processes including but not limited to planning, intellectual property management and budget processes.
- Demonstrated understanding of research and technology concepts and ability to achieve commercial outcomes.
- Capacity to build strong working relationships and maintain effective networks.
- Demonstrated ability to lead and effect change, and to take a flexible and positive approach to problem solving.

- Well-developed strategic planning, analytical and negotiation skills.
- Demonstrated ability to negotiate and manage contractual arrangements.
- Excellent written and verbal communication skills.

SPECIAL REQUIREMENTS

- This role has been identified as having contact with children and requires the incumbent to apply for and maintain a Working With Children Check (refer to Deakin's Recruitment Procedure for further details).

DISCLAIMER

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.