# Position Details

Role summary for potential applicants

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| **Advertised Job Title:** | Research Consultant - River System Modelling / Basin Planning |
| **Reference Number:** | 26681 |
| **Classification:** | CSOF7 (Candidates will be considered at CSOF 6 level if unable to fill at CSOF7, and will be remunerated accordingly) |
| **Salary Range:** | $127,947 to $141,562 plus up to 15.4% superannuation. |
| **Location:** | Canberra preferred. Applicants in Clayton, Melbourne or Dutton Park, Brisbane will also be considered. |
| **Tenure:** | Indefinite |
| **Relocation assistance:** | Will be provided to the successful candidate if required. |
| **Applications are open to:** | Australian Citizens Only  Australian Citizens and Permanent Residents Only  All Candidates |

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| **Role Overview:** |
| The Research Consultant will be part of a strong hydrological science and modelling capability in the Basin Management Outcomes Program of Land and Water. They will contribute to innovative research and delivery to high impact external projects on regional water planning and integrated water resource management science. They will also contribute to the wider inter-disciplinary efforts of Land and Water in integrated water resource management and development impacts on water and the environment.  A key component of this position is the development of initiatives and collaboration between scientists and clients, building relationships and commercial opportunities. This will involve all phases from the initial development if ideas/scoping projects, through to negotiation of agreements/contracts, the implementation of opportunities and resource allocation. The primary function is to initiate, develop, lead and promote CSIRO's research capability for the benefit of Australia's economy, society and/or environment through strategic partnerships with industry. |

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| **Duties and Key Result Areas:** |
| * Develop project strategy, including setting objectives, budgeting, and reporting. Liaise with CSIRO Land and Water staff (Research Directors, Group Leaders, scientists and Business Developers) around opportunities for engagement around water both within Australia and internationally. Lead, develop and manage CSIRO and external staff. Communicate as appropriate to other CSIRO Business Units on opportunities as they arise. * Conduct original research in integrated water resource management, hydrological sciences and best practice modelling, including establishing project goals within the Business Unit’s research direction. * Contribute to inter-disciplinary research in CSIRO and Land and Water, particularly in the areas of integrated water resource management, surface and groundwater interactions, development and climate change impacts and socio-economic outcomes. * Strong delivery to high impact external projects both nationally and internationally (like the South Asia Sustainable Development Investment Portfolio). * Foster collaboration and interactions between scientists and clients. Develop and maintain effective client relationships, based on knowledge of the client's business and by identifying underlying needs. * Conceive ideas for new projects based on industry/ community problems and identify potential sources of funding. Act as a trusted adviser, using knowledge of trends in R & D, demonstrate creativity in anticipating and adapting quickly to changes in client needs and market changes. * Partner with commercial development staff to manage complex business interactions with a variety of clients, negotiation of multi-party agreements/contracts, develop and promote the proposed initiative, developing the approach to negotiation and assisting other staff with strategies to promote their service and/or product. * Develop relationships with clients to ensure repeat business and build opportunities for new business. Effectively manage existing relationships with clients and stakeholders. * Represent and negotiate on behalf of CSIRO, at the project level, developing new commercial opportunities to the informal commitment stage. Carry out commercial development activities within a research area, preparing or contributing to project proposals. Involvement in funding negotiations and advising on resource allocation. * Lead projects involved in the construction of river system models using modelling platforms such as eWater Source or similar. * Work closely with industry clients to ensure a strong business pipeline of projects and delivery of research outcomes and transferring technologies and/or guidelines for adoption and impact. * Demonstration of CSIRO values. * Effective team leadership and development of other staff.   Key Result Areas:   * Development and recognition of CSIRO Land and Water’s capability as comparable to other research providers internationally among donor agencies (WB, ADB, CSR funding agencies) who are well appraised of CSIRO‘s (and Australia’s) value proposition. * CSIRO recognised as a key advisor to Australian Government Agencies (e.g. MDBA, DAWR, DFAT, state agencies) and regional governments around water management. Presentations and communications on sensitive or contentious issues tailored to target audiences. * Project research objectives are consistent with Land and Water strategy and client needs, are understood and achieved resulting in further business opportunities. Increased revenue is attributable to interventions. |

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| **Selection Criteria:** |
| *Please note: Under CSIRO policy only applicants who meet all the essential criteria can be appointed.*  ***Pre-Requisite:***  *A PhD in hydrology or relevant industry experience*  ***Essential Criteria:***   1. Experience developing strategic research initiatives and the expansion of research portfolio funding base. Specifically, demonstrated experience in undertaking business development in an R&D context with track record of funding. 2. Track record of successfully scoping large complex multi partner projects with demonstrated experience in designing and delivering project portfolios for impact. That is, a demonstrated ability to lead multi-disciplinary teams to deliver strong science and impact, and ability to respond productively to changing requirements; including experience working with distributed teams and in developing countries, with a willingness to travel internationally. 3. Demonstrated experience in developing collaborations and partnerships within a R&D environment. Proven ability to identify critical stakeholders and influence them, to gain support for sometimes contentious proposals / ideas. 4. Emerging international scientific reputation and a publication record in hydrology, water resource management and related sciences, including influential contributions to the field of integrated water resource management; with particular reference to water use, distribution and sharing within large river systems. Application in modern river system modelling platforms such as eWater Source. 5. Strong written and oral communication skills to technical and non-technical audiences.   ***Desirable Criteria:***   1. Experience in modelling water processes such as water storage, hydropower, irrigation demand, urban and industrial demands, water quality constituents and surface and groundwater interactions. Particularly where progress required programming and working with large datasets that cover large spatial and temporal scales. 2. Experience in one or more of: modelling water management and sharing between competing users; linking physical models with water quality, environmental and economic models; or linking biophysical models with socio-economic outcomes within risk based frameworks.   **CSIRO is a values based organisation. In your application and at interview you will need to demonstrate behaviours aligned to our values of:**   1. Integrity of Excellent Science 2. Trust & Respect 3. Creative Spirit 4. Delivering on Commitments 5. Health, Safety & Sustainability |

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| **Other Information:** |
| **How to Apply**  Please apply for this position online at [www.csiro.au/careers](http://www.csiro.au/careers). You may be asked to provide additional information (online) relevant to the selection criteria. If so, then responding will enhance your application so please take the time to provide relevant succinct answers. Applicants who do not provide the information when requested may not be considered.  If you experience difficulties applying online call 1300 301 509 and someone will be able to assist you. Outside business hours please email: [csiro-careers@csiro.au](mailto:csiro-careers@csiro.au)  **Referees** If you do not already have the names and contact details of two previous supervisors or academic/ professional referees included in your resume/CV please add these before uploading your CV.  **Contact** If after reading the selection documentation you require further information please contact:  Mr Dave Penton via email at: dave.penton@csiro.au or by phone on: +61 2 6246 5822.  *Please do not email your application directly to Mr Dave Penton. Applications received via this method will not be considered.*  **About CSIRO** Australia is founding its future on science and innovation. Its national science agency, the Commonwealth Scientific and Industrial Research Organisation (CSIRO) is a powerhouse of ideas, technologies and skills for building prosperity, growth, health and sustainability. It serves governments, industries, business and communities across the nation. Find out more! [www.csiro.au](http://www.csiro.au). |