**General Management – CSOF7**

Role summary for potential applicants

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| Advertised Job Title**:** | Partnerships Manager – Universities |
| Reference Number**:** | 56909 |
| Classification**:** | CSOF7 |
| Salary Range: | AU $131,785 to AU $145,809 plus up to 15.4% superannuation |
| Location**:** | Canberra, ACT preferred; Sydney, NSW and Melbourne, VIC also considered. |
| Tenure: | Specified Term of 1 year |
| Relocation assistance**:** | Will be provided to the successful candidate if required. |
| Applications are open to: | Australian/NZ Citizens and Australian Permanent Residents Only |
| Functional Area**:** | General Management |
| Reports to the: | Partnerships Lead, Data61 |

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| **Role Overview:** |
| Data61 is the largest data innovation group in Australia. Bringing together CSIRO’s Productivity team and National ICT Australia (NICTA), we are unrivalled in our intellectual capital and our network with the global technology marketplace. The combined group will bring together approximately 600 research staff working in digital technologies to create benefit for Australia. Data61 will continue to develop Australia’s future leaders with its strong 400+ PhD student program in collaboration with our best universities across Australia.  Core to Data61’s strategy is to establish the organisation as a network “D61+”, operating within the ecosystem of Australian innovation, but with global context.  As a network, Data61 will create value for many different organisations and individuals – each with different ambitions, resources, challenges and objectives.  Our stakeholders will include government, corporates, entrepreneurs, universities, board members, start-ups, students, investors and researchers.  The Data61 Partnerships Manager – Universities will assist the Partnerships Lead with developing and implementing the partnership programs between Data61 and Universities (including collaboration around the D61+ Platform suite). The role requires a well networked, entrepreneurial and creative thinker with outstanding communication skills (with both technical and non-technical audiences). The ability to build strong relationships with a wide range of stakeholders at senior levels is critical, as is the ability to implement innovative models for partnership and collaboration.  This position will report to the Partnerships Lead, with input from the marketing, science, product and BD&C strategies for the organisation. |

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| **Duties and Key Result Areas:** |
| * Build and manage relationships with heads of schools and senior staff (in partnership with existing relationships from other Data61 functions) of science, engineering and business schools in universities around the country * Manage the secretariat function for the University Planning Committee (UPC), including repositioning Data61 university engagement to secure higher levels of representation and strategic focus * Develop and manage an ambassador program for the Data61-University Collaboration Agreement (DUCA) * Develop and implement marketing campaigns to promote engagement in partnership programs * In collaboration with the Students Team, develop and manage University student programs * Contribute to the development of the D61+ Platform suite (including taking the lead on selected areas of platform functionality and stakeholder engagement) * Negotiate and manage contracts with universities * Work with the Partnerships Lead to review and enhance existing partnership programs, and engage with key external stakeholders to identify new partnership program opportunities * Other duties as directed. |

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| **Selection Criteria:** |
| *Under CSIRO policy only those who meet all essential criteria can be appointed*  ***Pre-Requisite:***  **Education/Qualifications:** Relevant tertiary qualifications in engineering/computer science/science/business or equivalent.   1. **Communication: Excellent written and oral communication skills, evidenced by superior reporting, presentation and negotiation abilities, and the capacity to identify and influence critical stakeholders to gain support for contentious proposals/ideas.** 2. **Behaviours:** A history of professional and respectful behaviours and attitudes in a collaborative environment. 3. **Problem Solving:** Proven ability to anticipate and manage significant issues, often in ambiguous situations, by evaluating and interpreting complex information and developing creative solutions and contingencies. 4. **Adaptability: Flexible in responding to change or when faced with external constraints, including the ability to identify and promote opportunities arising as a result of the change.**   ***Essential Criteria:***   1. Well developed networks in government, industry and academia at senior levels 2. A strong understanding of the research sector (ideally developed through the completion of higher degree research) 3. Proven experience in developing and implementing program strategies and/or developing innovation platforms, gaining support from senior management and relevant stakeholders 4. An entrepreneurial and creative thinker with broad skills and understanding around business and technology 5. Outstanding communicator with technical and non-technical audiences 6. Proven ability to manage key relationships internally and externally 7. Ability to manage periods of change, uncertainty and conflict 8. Strong decision making and influencing skills with an ability to deliver decisions based on sound reasoning   **As Australia’s Innovation Catalyst, CSIRO has strategic actions underpinned by behaviours aligned to**:   * Excellent science * Inclusion, trust & respect * Health, safety & environment * Delivery on commitments.   **In your application and at interview you will need to demonstrate alignment with these behaviours.**  ***Data61 Values:***  **Great Impact**: We focus our valuable resources on areas where we can lead globally and have large impact for Australia, to aid our future prosperity and independence.  **Mastery**: We are fearless, curious and we improve every day. We strive to excel in research, technology and business, and to work with the best in the world.  **Co-Creation of Value**: Everything we do involves co-creation with our network: team, customers and partners. Generously empowering their success is central to our success.  **Ownership of Results**: We jointly hold ourselves accountable for our actions. We do this via trust and commitment.  **People and their Differences**: We embrace the creativity that comes from the diversity of our people.  **Agility and Flexibility**: We view the changing world as an opportunity. This requires agility and flexibility in everything we do; everything changes, except our constant desire to adapt.  **Tell it Straight, with Respect:**We say what we mean, mean what we say, and do not mislead, obfuscate or spin. We're direct and always respectful. |

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| **Other Information:** |
| **How to Apply**  Please apply for this position online at <https://jobs.csiro.au/> and enter requisition number **56909**. Internal applicants please apply via ‘Jobs Central’ in SAP (click ‘Recruitment’)  Please load your CV (Maximum 2MB). You may also be required to respond to some screening questions.  If you experience difficulties applying online call 1300 984 220 for assistance. Outside Australian business hours please email: [csiro-careers@csiro.au](mailto:csiro-careers@csiro.au).  **Referees**: Please provide contact details of two previous supervisor or academic/professional referees in your resume/CV. We will ask your permission before making contact.  **Contact:** If after reading the position details above you require more information please contact:  **Zoe Piper** via email: [zoe.piper@data61.csiro.au](mailto:zoe.piper@data61.csiro.au). Please do not email your application directly to Zoe Piper. 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).  We work flexibly at CSIRO, offering a range of options for how, when and where you work. Talk to us about how this role could be flexible for you.  Find out more! [CSIRO Balance](https://www.csiro.au/en/Careers/A-great-place-to-work/Work-life-balance)  **CSIRO Data61** In today’s data-focused world, there’s no doubt that numbers count. [**Data61**](http://www.data61.csiro.au/) are the largest data innovation group in Australia, a connector that brings together technology innovators, businesses and universities to transform Australian industry and to help solve our greatest challenges. A CSIRO business, we are creating our data-driven future.  **Our commitment to you** We work flexibly at CSIRO, offering a range of options for how, when and where you work. Talk to us about how this role could be flexible for you. We emphasise an individual’s growth and development which is supported by interacting and learning from world leading scientists and engineers, who provide the opportunity to challenge, transform and innovate new ideas. |