# Position Details

## Administrative Services- CSOF6

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| The following information is for applicants |
| Advertised Job Title | Business Development & Commercial Manager, Space Future Science Platform |
| Job Reference | 64169 |
| Tenure | Specified Term of 2 yearsFull-time  |
| Salary Range | AU$113,338 to AU$132,811 pa + up to 15.4% superannuation |
| Location(s) | Sydney or Canberra preferred. Melbourne, Adelaide or Brisbane considered. |
| Relocation Assistance | Will be provided to the successful candidate if required |
| Applications are open to | Australian/New Zealand Citizens and Australian PermanentResidents Only |
| Position reports to the | Director, Business Development & Commercialisation, National Facilities & Collections |
| Client Focus – Internal | 40% |
| Client Focus – External | 60% |
| Number of Direct Reports | 0 |
| Enquire about this job | Jim Lilley via email: jim.lilley@csiro.au or phone: +61 2 6218 3452 |
| How to apply | Apply online at <https://jobs.csiro.au/> Internal applicants please apply via **Jobs Central**If you experience difficulties when applying, please email careers.online@csiro.au or call 1300 984 220. |

### Role Overview

The role of Business Development & Commercial (BD&C) Manager, Space Future Science Platform, is to develop partnerships that will grow the Australian space industry and CSIRO’s Space Research Program.

In this role you will be responsible for providing BD&C leadership and advice to CSIRO’s Space activities, which include our:

* Space Technology Future Science Platform, a multi-year investment in frontier science that will develop technologies and capabilities which lead to new innovations and growth of the Australian space industry.
* Centre for Earth Observation, which coordinates a range of earth observing activities within CSIRO including managing requirements for satellite tasking, downlink and data distribution for the NovaSAR-1 satellite.

The role will involve positioning CSIRO as a partner of choice in the emerging domestic and international space sectors, which will be validated by establishing partnerships with industry, research and government organisations.

### Duties and Key Result Areas:

* Provide Business Development and Commercial leadership and advice to CSIRO’s Space Research Program and Centre for Earth Observation.
* Develop and implement business strategies, plans and models for CSIRO’s Space Technology Future Science Platform.
* Provide insight into space market needs and opportunities aligned to CSIRO capability, utilising market research, an understand of space science and technology, and insights gained through active professional networks.
* Develop strategically aligned projects and partnerships that grow the space industry in Australia and CSIRO’s space activities.
* Proactively identify opportunities to represent CSIRO’s interests in the Space domain through presentations and engagements that enhance CSIRO’s reputation and deliver strategically aligned outcomes.
* Proactively engage in and promote innovation programs across the Space Research Program and identify and advocate for protection of strategically aligned Intellectual Property.
* Other duties as directed.

## **Required Competencies:**

* **Teamwork and Collaboration:** Cooperates with others to achieve organisational objectives and may share team resources in order to do this. Collaborates with other teams as well as industry colleagues.
* **Influence and Communication:** Identifies critical stakeholders and influences them via an influential third party, for example through an established network, to gain support for sometimes contentious, proposals/ideas.
* **Resource Management/Leadership:** Provides leadership that fosters an environment that encourages new ideas and provides support for the development of emerging skills. Creates trust by displaying consistency, understanding, integrity and patience. Plans, seeks, allocates and monitors resources to achieve outcomes.
* **Judgement and Problem Solving:** Anticipates and manages problems in ambiguous situations. Develops and selects an appropriate course of action and provides for contingencies. Evaluates, interprets and integrates complex bodies of information and draws logical conclusions, synthesises proposals and defends options with reasoned arguments.
* **Independence:** Assesses the risk and opportunity of identified strategies, options and actions. Overcomes problems and setbacks in achieving goals. Invariably includes consideration of value-added future impact on bottom line when determining the optimal and efficient use of resources.
* **Adaptability:**Demonstrates flexibility in thinking and adapts to and manages the increasing rate of organisational change by adjusting strategies, goals and priorities.

## **Selection Criteria**

#### Essential

*Under CSIRO policy only those who meet all essential criteria can be appointed.*

1. A tertiary qualification or equivalent experience in a relevant area such as science, engineering or business.
2. Knowledge of and networks within the space industry.
3. Demonstrated experiencein providing BD&C leadership, developing strategy and delivering beneficial growth and change for organisations.
4. Demonstrated experience in originating, negotiating and contracting business opportunities in a science and/or innovation context.
5. Experience in representing organisations in public presentations and the initiative to seek out opportunities to present, engage and influence audiences.
6. Demonstrated experience in developing high quality presentations, proposals and tenders and delivering them in a timely manner.
7. Strong team player with demonstratedexperience working in and/or leading teams, being inclusive and building and leveraging networks to deliver valuable outputs and outcomes in a timely manner.

## **Desirable:**

1. An MBA or other relevant post-graduate degree would be highly regarded.
2. An Australian drivers’ licence.
3. Experience working with research organisations.
4. A security clearance at Baseline level.

Special Requirements

Appointment to this role may be subject to conditions including provision of a national police check as well as other security/medical/character clearance requirements.

Include if relevant:

* The successful candidate may be asked to obtain and provide evidence of a National Police Check or equivalent. Please note that people with criminal records are not automatically deemed ineligible. Each application will be considered on its merits.
* The successful candidate may be required to undertake a pre-employment medical examination prior to commencement.
* Shortlisted candidates may be required to undertake psychometric testing.
* The successful candidate will be required to travel nationally and potentially internationally in this role.

## **About CSIRO:**

We solve the greatest challenges through innovative science and technology. To find out more visit us [online](http://www.csiro.au/)!