# Position Details

## General Management – CSOF7

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| The following information is for applicants |
| Advertised Job Title | Business Development and Commercialisation Manager – Government |
| Job Reference | 62348 |
| Tenure | Specified Term of 3 years Full-time  |
| Salary Range | AU$136,437 to AU$150,956 pa + up to 15.4% superannuation |
| Location(s) | Eveleigh NSW, Black Mountain ACT or Docklands VIC (Other locations may be considered) |
| Relocation Assistance | Will be provided to the successful candidate if required |
| Applications are open to | Australian/New Zealand Citizens and Australian Permanent Residents Only |
| Position reports to the | Group Leader, Government Business |
| Client Focus – Internal | 30% |
| Client Focus – External | 70% |
| Number of Direct Reports | 0 |
| Enquire about this job | **Ms Katie Ford:** **katie.ford@data61.csiro.au** |
| 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

Data61 is the largest data innovation group in Australia with the mission to create Australia’s data driven future. Government is a central player and key influencer in technology R&D. Data61 is well positioned to provide strategic and research support to Government, and to ensure governments have knowledge of and access to the latest data driven technologies and capabilities.

The role of Business Development and Commercialisation (BD&C) Manager – Government is seen as the front end to government customers. You will have primary responsibility for managing and developing a portfolio through strategic planning, creating strategies to meet targets and developing deep relationships with new partners. You will utilise relevant expertise to drive sales, forge partnerships and close deals. A key outcome will be partnering with Governments to develop new collaborations, leveraging Data61’s deep data science and engineering expertise.

You will become the interface between science and government to generate revenue and community benefits based on Australian innovations. As part of the BD&C team you will play a key role in deepening engagements with key clients, leveraging IP assets and contributing to the entrepreneurial cultures within Data61.

In this role, you will provide management expertise and support for the identified projects and research teams in delivering government engagement, technology transfer and commercialisation outcomes to achieve Data61’s objective of creating impact for the national benefit. You will have a passion for delivering outstanding service to customers while building strong customer relationships throughout all levels of government.

### Duties and Key Result Areas:

* Lead and drive new partnerships with Governments focused on research and data innovation;
* Develop and communicate proposals for Government partners in collaboration with researchers that align with Data61’s capabilities and strategic priorities;
* Proactively develop and implement Government engagement strategies and manage complex issues as they arrive;
* Establish and manage senior level relationships across multiple Government stakeholders;
* Support BD&C Group Leader and Director in ensuring that Research & Development (R&D) projects undertaken by the BD&C Team are based on understanding the needs of the defined industry sector, and the opportunities for strategic research to make an impact on these needs.
* Maintain close relationships with BD&C Managers in other CSIRO Business Teams through sharing information and opportunities and ensure effective account management of external relationships that span more than one Business Team.
* Communicate openly, effectively and respectfully with all staff, clients and suppliers in the interests of good business practice, collaboration and enhancement of CSIRO’s reputation.
* Work collaboratively as part of a multi-disciplinary, often regionally dispersed research team, and business unit to carry out tasks in support of CSIRO scientific objectives.
* Adhere to the spirit and practice of CSIRO’s Code of Conduct, Health, Safety and Environment plans and policies, Diversity initiatives and Zero Harm goals.
* Other duties as directed.

## **Required Competencies:**

* **Teamwork and Collaboration:** Creates and fosters an environment in which there is a high level of cooperation within and between teams. Facilitates positive team relationships to build organisational interaction across CSIRO.
* **Influence and Communication:** Uses complex influencing strategies, for example, assembling strategic coalitions, building behind the scenes support and the tactical use of information to gain support.
* **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 and understanding through 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:** Commits significant resources in the face of uncertainty and takes calculated risks to improve performance and achieve challenging goals. Uses personal energy to drive change strategies. Formulates and implements contingency plans to minimise the impact of potential risks. Accepts personal responsibility for the outcomes of decisions/risks taken.
* **Adaptability:**Is flexible in response to external change or when faced with external constraints. Identifies and promotes the opportunities arising as a result of change.

## **Selection Criteria**

#### Essential

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

1. Tertiary qualifications in science, engineering, business or a related field;
2. At least five years’ experience in corporate, government or public administration within innovation setting, or equivalent skills, knowledge and experience.
3. Demonstrated experience working in senior roles in industry or with government.
4. Demonstrated experience and ability to partner effectively with external organisations – including government organisations - to identify opportunities to deliver technology-based solutions.
5. Demonstrated experience in leading, participating in and finalising commercial arrangements ready for approval, including the preparation of business plans, information memoranda, due diligence and negotiations with strategic partners.
6. Demonstrated ability in building and maintaining strong professional and collaborative working relationships within organisations.
7. Ability to work closely and cooperatively in a research team, supporting colleagues and sharing resources for the benefit of the wider organisation***.***

Special Requirements

* The successful candidate will 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.

## **About CSIRO:**

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

Find out more about the CSIRO [Data61](https://www.data61.csiro.au/)