# Position Details

## Research Projects- CSOF5

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| The following information is for applicants | |
| Advertised Job Title | Engagement Consultant – Agricultural Exports |
| Job Reference | 66857 |
| Tenure | Specified Term of 3 years |
| Salary Range | AU$98,735 to AU$106,848 pa (pro-rata for part-time) + up to 15.4% superannuation |
| Location(s) | Brisbane, QLD | Canberra, ACT |
| 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 (Pest Management Systems) |
| Client Focus – Internal | 20% |
| Client Focus – External | 80% |
| Number of Direct Reports | 0 |
| Enquire about this job | Contact Rieks Van Klinken via email at [Rieks.Vanklinken@csiro.au](mailto:Rieks.Vanklinken@csiro.au)  *Please do not email your application directly to Rieks Van Klinken. Applications received via this method will not be considered.* |
| 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](mailto:careers.online@csiro.au) or call 1300 984 220. |

### Role Overview

Market-access (both domestic and international) is a key constraint for Australian horticultural growth. Biosecurity and pest management issues remain a major barrier to market access, both in terms of demonstrating produce is pest-free and meeting maximum residue limits for chemicals used in pest management. Industry is therefore increasingly assessing research based on its ability to grow exports. International trade is also becoming increasingly sophisticated and complex, for example through the emergence of major, global companies along the supply line, and the uptake of new technologies.

This role will bring to CSIRO a dedicated focus on deeply understanding and engaging with industry and regulators around market access. The Agricultural Exports Engagement Consultant will play a key role in ensuring that scientists are effectively engaged with industry, helping ensure research leads to adoption, and identifying new R&D opportunities and partnerships. This includes helping to identify and expand CSIRO’s relationships across the supply chain, such as with agri-businesses, logistic companies, retailers, and importers. For both industry and regulators, the Officer will play an important role in ensuring that CSIRO’s needs and operating environment/challenges are properly understood and met by researchers, and that science is clearly communicated to them. For industry and regulators, this person will play an important role in ensuring that their needs and operating environment/challenges are properly understood by researchers, and that science is clearly communicated to them. The Agricultural Exports Engagement Consultant will also contribute to CSIROs new *Trusted Agrifood Export Mission* by contributing to the conception, design and implementation of impactful research, in partnership with industry and regulators.

### Duties and Key Result Areas:

* Under the direction of senior research scientists, develop and deepen relationships across the horticultural supply chain and with regulators, in a way that will help develop and deliver effective biosecurity-related R&D services.
* Provide the day-to-day interface between CSIRO scientists, domestic regulators, relevant state-based scientists and industry.
* Contribute, at a high level, to the development and application of science to underpin trade, the design and implementation of research to be conducted with or through partners, and conducting or organising informal and formal engagement activities.
* Facilitate adoption of research through active engagement with industry and regulators, including through development of a phytosanitary systems approach implementation plan for industry.
* Become a trusted advisor for industry, and the go-to for CSIRO scientists within the newly formed Trusted Agrifood Exports Mission who are seeking to engage with industry around their market-access related issues.
* Represent CSIRO at relevant industry forums, trade shows and other public events.
* Under general direction participate in planning projects and accept responsibility for the scheduling and completion of major parts of projects, including allocating and directing tasks where appropriate.
* Provide coaching, on-the-job training and instruction to colleagues, on activities pertaining to the immediate work area and responsibilities, allocate activities, direct tasks and manage resources to meet objectives, as required.
* 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’s scientific objectives.
* Adhere to the spirit and practice of CSIRO’s Code of Conduct, Health, Safety and Environment procedures and policy, Diversity initiatives and Making Safety Personal goals.
* 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:** Uses knowledge of other party's priorities and adapts presentations or discussions to appeal to the interests and level of the audience. Anticipates and prepares for others reactions.
* **Resource Management/Leadership:** Sets up and maintains effective and efficient work teams and manages performance and resources, to achieve objectives. Chooses appropriate management strategies and communication styles to maintain high levels of motivation and productivity. Gives feedback for development purposes and provides support and direction for improvement.
* **Judgement and Problem Solving:** Investigates underlying issues of complex and ill-defined problems and develops appropriate response by adapting/creating and testing alternative solutions.
* **Independence:** Plans, sets and works to meet challenging standards and goals for self and/or others. Recognises where endeavours will make the most impact or difference, decides on desired outcome and sets realistic goals to reach this target.
* **Adaptability:**Copes with ambiguity or situations that lack clarity. Adapts readily to changing circumstances and new responsibilities (which may include activities outside own preferences) in the interests of achieving team objectives. Recognises the need for and undertakes personal development as a result of changes.

## **Selection Criteria**

#### Essential

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

1. A tertiary qualification in in relevant area (e.g. agriculture, pest management).
2. Extensive expertise in engagement with the agricultural industry and/or regulators, with a preference in horticultural R&D.
3. Demonstrated potential to contribute to the development and implementation of impactful science through application of your specialist domain expertise
4. Demonstrated ability to use own initiative to quickly develop networks and become a trusted advisor to industry, regulators and researchers and work in constrained time frames.
5. Exceptional communication skills, both written and spoken, needed to make science accessible to diverse audiences, and to communicate horticultural challenges to the R&D community.
6. Ability to, under guidance, identify and secure new R&D opportunities through deep engagement with stakeholders.

## **Desirable:**

1. Existing networks and demonstrated deep understanding of the Australian agricultural industry across the supply chain, especially in relation to biosecurity and market access issues.
2. A track record in developing proposals and obtaining funding
3. Post-graduate studies in agriculture, biosecurity, business or other relevant discipline.

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.

* 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.
* Travel: The willingness and ability to travel throughout Australia and internationally, which will require occasional extended trips away from home and occasional weekend work.
* Licence: A current and valid driver’s licence.

## **About CSIRO:**

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Find out more about CSIRO [Health and Biosecurity](https://www.csiro.au/en/Research/BF)