# Position Details

## Administrative Services- CSOF6

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| The following information is for applicants | |
| Advertised Job Title | Business Development Manager, National Collections and Marine Infrastructure |
| Job Reference | 91479 |
| Tenure | Specified Term for 3 years, Full-time |
| Salary Range | AU$121,455 to A$142,321 pa + up to 15.4% superannuation |
| Location(s) | Sydney or Canberra preferred. Adelaide, Brisbane, Hobart, Melbourne or Perth 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 | Director, Business Development & Global, National Facilities & Collections |
| Client Focus – Internal | 40% |
| Client Focus – External | 60% |
| Number of Direct Reports | 0 |
| Enquire about this job | Kimal Hiralall via email: [kimal.hiralall@csiro.au](mailto:kimal.hiralall@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](mailto:careers.online@csiro.au) or call 1300 984 220. |

**Acknowledgement of Country**

CSIRO acknowledges the Traditional Owners of the land, sea and waters, of the areas that we live and work on across Australia. We acknowledge their continuing connection to their culture and pay our respects to their Elders past and present. View our [vision towards reconciliation](https://www.csiro.au/en/about/Indigenous-engagement/Reconciliation-Action-Plan).

### Role Overview

The role of Business Development Manager, National Collections and Marine Infrastructure (NCMI) is to develop partnerships that will grow the Australian marine and biodiversity sectors.

CSIRO’s NCMI business unit manages collections of plants and animals of Australian and international significance, hosts and contributes to the Atlas of Living Australia, manages the Environomics Future Science Platform and hosts the Marine National Facility on behalf of Australia. Together they provide vital resources for research that delivers evidence-based support for biosecurity, conservation and the development of sustainable land and marine management systems.

In this role you will be responsible for providing business development and commercialization leadership and advice to NCMI, which include:

* **Environomics Technology Future Science Platform** which uses unique genomics technologies to solve environmental management and biological resource‑use challenges, from fast species mapping, to monitoring environmental health, to finding useful compounds in nature. (<https://research.csiro.au/environomics/>) .
* **The Atlas of Living Australia (ALA)** which integrates Australia’s biodiversity information and provides free online access to the most comprehensive and accessible data set on Australia’s biodiversity. It includes a variety of tools for visualising, mapping, and analysing biodiversity data to enable decision making and informed policy development for conservation and environmental management. (<http://www.ala.org.au/>)
* **Engineering and Technology (E&T)** which provides scientific capability that enables multi‑disciplinary marine research, develops key science and observation systems, digital products and tools for the Australian marine research community and commercial partners. E&T also provide technical and scientific support for researchers on board the research vessel *Investigator*, from shipboard operations through to data processing and dissemination. (<https://www.csiro.au/en/research/natural-environment/oceans/engineering-technology>)

### Duties and Key Result Areas:

* Provide Business Development and Commercialization leadership and advice to CSIRO’s NCMI business unit.
* Develop and implement business strategies, plans and models for CSIRO’s NCMI business unit.
* Provide insight into the marine and biodiversity sectors’ needs and opportunities aligned to CSIRO capability, utilising market research, an understanding of domain science and technology, and insights gained through active professional networks.
* Develop strategically aligned projects and partnerships that support the delivery of science-ready platforms that are used by researchers, industry partners and the public around the world to understand and manage biodiversity and the marine environment.
* Proactively identify opportunities to represent CSIRO’s interests in the biodiversity, biosecurity and conservation domains through presentations and engagements that enhance CSIRO’s reputation and deliver strategically aligned outcomes.
* Proactively engage in and promote innovation programs 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 marine and biodiversity sectors.
3. Demonstrated experiencein providing BD&G 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.

Special Requirements

* 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.
* 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/)!