# Position Details

## Administrative Services- CSOF6

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| The following information is for applicants |
| Advertised Job Title | Business Development Manager  |
| Job Reference | 90795 |
| Tenure | Indefinite, Full-time. |
| Salary Range | Competitive salary on offer. |
| Location(s) | Brisbane, Sydney, Melbourne, Canberra (other capital cities will 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. |
| Position reports to the | Business Development & Global Director, Data61 |
| Client Focus – Internal | 40% |
| Client Focus – External | 60% |
| Number of Direct Reports | 0 |
| Enquire about this job | Contact Wilma James via email at wilma.james@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

The role of a Business Development (BD) Manager in CSIRO is to work in partnership with our science community to support and enable the effective delivery of science outcomes through external engagement, including market validation, managing the customer engagement process, opportunity development and pipeline build, business model development, and delivering strategic partnership and commercial outcomes.

The BD Manager will report to the Data61 Business Development & Global (BD&G) Director and will be deployed to the Data61 Business Unit (BU). More information available at <https://www.csiro.au/en/about/people/business-units/Data61>

The role will require building and monitoring a range of internal and external relationships that support the delivery of Data61 and CSIRO strategic objectives. The BD Manager facilitates close collaboration with internal stakeholders and external customers to identify and close strategic business deals.

### Duties and Key Result Areas:

* Working with science teams to continue to build and maintain an up-to-date pipeline of industry engagement and commercial opportunities, ensuring accurate forecasting and rigorous follow-up to drive achievement of science impact and revenue targets.
* Developing and managing a portfolio of industry, Government (State and Federal) and external stakeholder relationships aligned to BU and CSIRO strategy, business plans, and commercialisation objectives.
* Developing a strong knowledge of both CSIRO and Data61 strategies, policies, processes, systems, and tools that are relevant to BD. Using this knowledge to champion their application in areas such as strategy and program development, operational planning, governance, and pipeline management.
* Striving to continuously gain deeper insight into the relevant industry and/or environment sector, its needs, pain points, and emerging opportunities. Using this knowledge to help shape CSIRO’s engagement with our stakeholders and customers to guide BD and commercial outcomes.
* Proactively creating a portfolio of ‘trusted advisor’ relationships with key internal stakeholders and utilising these relationships to support BD activities and objectives.
* Where applicable - represent CSIRO at conferences, trade fairs and exhibitions. Coordinate and host visits from external organisations interested in collaboration with CSIRO.
* 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.
* 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.
* Take on additional responsibilities as directed by the BD&G Director.

## **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. Tertiary qualifications in a relevant area, such as Science, Business, or Management; or equivalent management/leadership experience in the area of Biotechnology or Agricultural Biotechnology.
2. Excellent communication, interpersonal and negotiation skills, including experience working with science and commercial staff, developing presentations, proposals and tenders, and a proven ability to work with and influence different stakeholders in a team environment.
3. More than 5 years industry experience, including strong relationships with the data and digtial sector and proven relationship building with SMEs, multi-national companies and R&D providers.
4. Demonstrated ability to lead, co-design and coordinate commercially focused programs of work across CSIRO research teams, national R&D providers, federal and state governments and biotech partners.
5. A history of growing and converting a high-quality opportunity pipeline through the development and implementation of a business development strategy that strongly aligns with CSIRO strategy.
6. Strong problem solving skills, flexibility in thinking, including the ability to anticipate, manage and develop appropriate solutions to complex problems, effectively manage ambiguity and readily adapt to changing circumstances.

***Desirable Criteria:***

1. Demonstrated experience in providing BD leadership, developing strategy and delivering beneficial growth and change for organisations.
2. Experience in digital services industry or digital agriculture industry.
3. Experience with business model development (lean canvas, business model canvas), commercialisation pathways, innovation or technology deployment.
4. Previous experience with CRM, specifically Microsoft Dynamics.
5. Previous success in commercialisation of R&D into a commercial product, preferably including engagement with venture capital partners.

Special Requirements

Applications for this position are open to Australian/New Zealand Citizens and Australian Permanent Residents only. Appointment to this role is subject to provision of a national police check and may be subject to other security/medical/character requirements.

Appointment to this role requires you to have a valid unrestricted Australian Driver Licence.

## **About CSIRO:**

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

CSIRO is a values-based organisation. We expect our employees to demonstrate behaviours aligned to our values of:

• People First

• Further Together

• Making it Real

• Trusted