# Position Details

## General Management – CSOF7

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| The following information is for applicants |
| Advertised Job Title | Senior Strategic Partnerships Manager, Quantum Technologies  |
| Job Reference | 91345 |
| Tenure | Specified Term of 3 years Full-time |
| Salary Range | CSOF7 AU$ 146,207 to AU$161,767 pa + up to 15.4% superannuation |
| Location(s) | ACT/NSW/VIC |
| Relocation Assistance | Will be provided to the successful candidate if required |
| Applications are open to | * Australian Citizens Only
* Priority consideration will be given to candidates with existing security clearance.
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| Position reports to the | Executive Manager, Government and National Priorities |
| Client Focus – Internal | 50% |
| Client Focus – External | 50% |
| Number of Direct Reports | 0 |
| Enquire about this job | Jim Rabeau via email at jim.rabeau@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. |

**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

This is a newly created role and is part of CSIRO’s Government and National Priority team within the Strategic Partnerships and Growth portfolio. The Senior Strategic Partnerships Manager, Quantum Technologies will lead and champion collaboration and coordination between CSIRO, industry and government stakeholders including Department of Industry, Science and Resources at a federal level, and will be pivotal in securing a strategic position and relevance in the emerging quantum industry.

The rapid rate at which the emerging quantum industry is growing has offered a huge variety of opportunities to forge new collaborations with industry, academia, and government alike. We are seeking an experienced senior business development and partnerships manager to meet the expanding needs of quantum technologies across CSIRO. This role will lead CSIRO’s quantum strategy, engagement and development of quantum technologies across CSIRO and the fast-growing Quantum Technologies Future Science Platform (QT-FSP) opportunities that tie into Australia’s overall quantum capability.

Supporting a One CSIRO approach to Quantum technologies and working closely with the Chief Scientist and the FSP Director, the Senior Strategic Partnerships Manager will work closely with key partners to identify research-led projects that enable CSIRO to access resources, provide strategic advice to Australia Government on quantum strategy and develop unique research collaborations with universities both domestically and internationally.

### Duties and Key Result Areas

* The purpose of the role is to lead CSIRO’s quantum direction - identify, qualify, develop, secure, and maintain long-term relationships for quantum technology capability building at CSIRO, working very closely with the relevant CSIRO Business Units (BUs) and Quantum BD leads.
* The role will support both the development of CSRIO’s quantum strategy, in line with the National Quantum Strategy, including external engagements, and the negotiation and execution of strategic projects and partnership agreements. These projects and agreements will have a focus on appropriate and sustainable IP arrangements that will allow quantum to integrate across the organisation’s objectives.
* Lead strategic, long term industry engagement for quantum and build deep relationships with SME’s, start-ups and large multi-nationals who have quantum computing capability.
* Internally, the Senior Strategic Partnerships Manager will work with the FSP Director and across the organisation to help identify and grow the internal footprint and potential for impact of quantum technologies. For example, setting up co-design or end-user workshops to help raise awareness and educate on quantum technologies, and identify prospective collaborations and projects.
* The scope of engagement types is broad and varied which include but not limited to:
	+ Developing and implementing a CSIRO quantum strategy that is fully integrated with the CSIRO Challenge framework and Missions program and in liaison with the defence and national security community.
	+ Supporting the Australian Government at both federal as well as state and territory levels, to develop Australia’s national strategy and policy with a “one-CSIRO” quantum perspective.
	+ Facilitating overseas government and institutional research labs engagement, including enhancing collaboration between Australian and international science communities with a focus on priority countries.
	+ Engaging with small AU-based start-ups who are seeking support to develop, validate and test sovereign quantum technology.
	+ Working with corporates and multi-nationals to identify opportunities for collaboration for future application of quantum technologies.
	+ Contributing to international think tanks, multilateral bodies, and the World Economic Forum’s Quantum Computing Governance Principles.

**Selection Criteria**

#### Essential

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

1. Demonstrated senior experience in business development and engagement in an R&D or technical innovation environment across industry, the start-up community, academia (research) and government.
2. Exceptional communication and stakeholder management skills with strong ability to build valuable networks, connecting and coordinating multi-stakeholder engagements and providing leadership in meetings and workshops to deliver clearly articulated outcomes.
3. Demonstrated high level strategic and program management skills with the ability to analyse and solve complex problems and break down barriers to achieve program objectives in a timely manner with limited resources.
4. Experience in negotiating bilateral and multilateral R&D project and partner agreements including related IP arrangements.
5. Ability to manage competing priorities and align strategies in a frequently changing environment.

## **Desirable**

1. A tertiary qualification or equivalent experience in science or engineering.
2. Some technical knowledge in one or more areas of Quantum Technology, such as in Quantum Computing is desirable.
3. Knowledge of or contacts in the Australian or global quantum ecosystem, such as key academic institutions, industry, government, or potential end users.
4. Knowledge of CSIRO’s internal structures and operations.

## **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.

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 will be asked to obtain and provide evidence of a National Police Clearance or equivalent. Please note that individuals with criminal records are not automatically deemed ineligible. Each application will be considered on its merits.
* The successful candidate will be required to obtain and maintain a security clearance at the NV2 level.

## **About CSIRO**

We solve the greatest challenges through innovative science and technology. Visit [CSIRO Online](http://www.csiro.au/) for more information.

CSIRO is a values-based organisation.  In your application and at interview you will need to demonstrate behaviours aligned to our values of:

* People First
* Further Together
* Making it Real
* Trusted