# Position Details

## General Management – CSOF7

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| The following information is for applicants | |
| Advertised Job Title | Stakeholder Engagement Lead |Health |
| Job Reference | 92270 |
| Tenure | Indefinite or Specified Term of 2 years  Full-time |
| Salary Range | AU$146,207 - AU$ 161,767 per annum plus up to 15.4% superannuation |
| Location(s) | Canberra, ACT preferred |
| Relocation Assistance | Will be provided to the successful candidate if required |
| Applications are open to | * Australian Citizens Only * Australian/New Zealand Citizens and Australian Permanent Residents |
| Position reports to the | Director Strategic Partnerships and Growth |
| Client Focus – Internal | 30% |
| Client Focus – External | 70% |
| Number of Direct Reports | 0 |
| Enquire about this job | Contact Merijn Meijer via email at [Merijn.Meijer@csiro.au](mailto:Merijn.Meijer@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

We are seeking an experienced and highly motivated Stakeholder Engagement Lead, to steer and coordinate CSIRO’s engagement across the national health ecosystem.

This is a newly created Canberra-based role and is an integral part of CSIRO Strategic Partnerships and Growth, working closely with the CSIRO Executive Director Future Industries who is responsible for CSIRO’s Health Strategy and CSIRO’s Government Relations Team. The Stakeholder Engagement Lead will guide and champion the collaboration and coordination between CSIRO and key Health sector stakeholders including Department of Health and Aged Care (DoHAC), industry, and other key stakeholders.

Cross-organisational collaboration and strategic partnerships are critical to the success of CSIRO’s corporate strategy. This role will build CSIRO’s engagement portfolio and develop organisationally endorsed future engagement plans for the health sector to broaden and strengthen CSIRO’s presence and contribution to Australia’s national interests. This role will involve developing networks in government, business, and science, with the objective to:

1. Coordinating and strengthening our current strategic relationship with key government, industry, and academic stakeholders in the health ecosystem, including the Department of Health and Aged Care (DoHAC).
2. Collaborating with CSIRO leadership to ensure the engagement plan and all communications are targeted, effective and support CSIRO’s Health objectives.
3. Building on the recently developed Health Challenge Strategy, further establish, and build DoHAC and Health sector relationships, including the positioning of CSIRO’s Vision for the Australian Centre for Disease Preparedness (ACDP).
4. Proactively drive stakeholder engagement with DoHAC, ensuring timely and accurate responses to current issues and opportunities, including supporting and facilitating all of CSIRO’s active engagements with DoHAC, supported by our Government Relations Team.
5. A key requirement for this role will be to represent CSIRO in contributing to multi-agency development of program design, funding proposals and implementation activities.

The successful candidate will maintain close relationships with CSIRO’s key internal and external stakeholders, business units, government relations team and engage with other CSIRO collaborators as opportunities arise.

### Duties and Key Result Areas

**Relationship management and development**

* Strengthen CSIRO’s current relationships with key health stakeholders by increasing the strategic alignment, quality, value, and impact of future engagements.
* Expand and scale relationships across CSIRO science areas relevant to health and build their customer base while assuring delivery of science and technology value.
* Provide insight to CSIRO of DoHAC needs and opportunities, effectively developing networks and utilising available business and market information.
* Develop a deep understanding of DoHAC policy priorities and translate into useful intelligence for CSIRO to strengthen its science partnership into fit-for-purpose solutions.
* Have broad knowledge of CSIRO’s capability, industry needs and government policy, understand the political, social and organisational environment, and use this information to align best to CSIRO’s health strategy and organisational objectives.
* Coordinate CSIRO contribution to whole of government health initiatives, in liaison with Government Relations and Business Development teams, to prioritise requirements, provide services, advice and deliver science solutions that improve impact against CSIRO challenges.
* Provide insights into health market needs and opportunities, effectively developing networks and utilising available business and market information to identify areas of opportunity for CSIRO.

**Strategy development and implementation**

* Lead the development and implementation of a cross-health sector engagement strategy and provide high level advice and strategic direction to ensure the strategy delivers on its objectives aligned with CSIRO health strategy objectives.
* Identify and track key milestones and performance metrics to evaluate progress of health and DoHAC relationships that measure impact and value of CSIRO’s contribution to Australia’s national health priorities and provide useful insights to CSIRO.

**Operational leadership and delivery**

* Identify and anticipate issues (stakeholder, societal, policy‐related) which may impact CSIRO and establish strategies to deal with risks, opportunities and plans to proactively respond.
* Develop a clear and strong understanding of CSIRO strategic priorities and science capabilities relevant to the health sector to build and establish an expansive health network across government and industry with the purpose to identify opportunities that align with CSIRO growth priorities.
* Develop new models for engagement, business models and identify growth opportunities.
* Understand the global health trends and translate CSIRO’s S&T capabilities to meet the needs of strategic partners and markets.

**Leadership and representation**

* Represent CSIRO appropriately at forums with health government and industry stakeholders and in interactions with senior level stakeholders.
* Communicate effectively and respectfully in the interests of good business practice, collaboration, and enhancement of CSIRO’s reputation.
* Work effectively through influence and collaboration in a highly matrixed team environment, working closely with the key leaders in Business Units, Business Development & Growth, Government Relations, Mission’s Program and Corporate Communications.
* Work collaboratively as part of a multi-disciplinary, often regionally dispersed research teams, and business units to carry out tasks in support of CSIRO scientific objectives.
* Adhere to, promote, and encourage the spirit and practice of CSIRO’s Code of Conduct, Values, Health, Safety and Environment plans and policies, Diversity initiatives, and Zero Harm goals.
* Other duties as directed.

## **Selection Criteria**

#### Essential

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

1. Extensive experience and knowledge across the national health sector and with Federal government departments (ideally with Department of Health and Aged Care).
2. Proven ability to foster effective relationships, using persuasive influencing strategies, to ensure alignment between partner and/or stakeholder needs and CSIRO’s objectives to establish a portfolio of meaningful relationships.
3. Demonstrated experience in identifying and developing meaningful business and R&D relationships in large scale organisations and working with R&D or innovative organisations.
4. Capability in working with executive and senior leaders and the ability to provide high level critical and strategic advice, leadership and drive collaboration across both industry and government.
5. Demonstrated experience to proactively seek and influence multiple key stakeholders, within a complex and ambiguous environment, to achieve a successful outcome with a focus on science impact.
6. Excellent written and oral communication skills, evidenced by superior reporting, presentation, and negotiation abilities.
7. Demonstrated ability to work independently and to formulate and execute engagement strategies.

## **Desirable**

1. Demonstrated experience working with government and/or technology-focused research and development organisations.

## **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.

* 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 Negative Vetting Level 1.

## **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