# Position Details

## General Management – CSOF7

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| The following information is for applicants | |
| Advertised Job Title | CSIRO Defence Relationship Manager |
| Job Reference | 73453 |
| Tenure | Specified Term of 3 years  Full-time |
| Salary Range | AU$139,166 to AU$153,975 pa (pro-rata for part-time) + up to 15.4% superannuation |
| Location(s) | Brisbane, QLD; Sydney, NSW; Adelaide, SA or Canberra, ACT |
| Relocation Assistance | Will be provided to the successful candidate if required |
| Applications are open to | * Australian Citizens Only |
| Position reports to the | Director, Business Development & Growth |
| Client Focus – Internal | 40% |
| Client Focus – External | 60% |
| Number of Direct Reports | 0 |
| Enquire about this job | Contact Nick Pagett via email [Nick.Pagett@csiro.au](mailto:Nick.Pagett@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. |

### Role Overview

CSIRO are seeking a highly motivated relationship manager to join our team within Business Development and Growth.

The Defence Relationship Manager will be responsible for establishing an engagement plan for CSIRO’s work with the Defence Sector, leading to a long term and high impact CSIRO presence in Defence.

The role will involve developing networks in business & science, with the goal of:

1. Supporting and strengthening our current strategic relationship with DSTG & the DoD. Supporting and facilitating all of CSIRO’s active operating engagements with both DSTG & DoD.
2. Building on the current established Defence relationships within CSIRO Business Units (BUs) and their customer base.
3. Establishing and strengthening industry engagement relationships and networks to deliver focussed engagements across CSIRO and the broad portfolio of industry sectors including SMEs & Defence primes.
4. Establishing University / Research institute relationships with the view to CSIRO involvement in one-on-one and/or research consortium collaborations in the Defence sector

## The successful candidate will be an integral part of the CSIRO Business Development & Growth community, while working closely with the CSIRO Chief Scientist who is responsible for CSIRO’s work with Defence. At the same time, they will maintain close relationships with CSIRO’s business units, and engage with other CSIRO collaborators as opportunities arise.

### Duties and Key Result Areas:

* Develop, implement and, provide ongoing management of the Defence Engagement Strategy ensuring the strategy delivers on its objectives.
* Develop a clear understanding of relevant CSIRO Business Unit strategic priorities to facilitate the development of defence networks and opportunities that align with strategy.
* Be CSIRO’s representative with an array of customers as determined in the CSIRO Defence Engagement Strategy.
* Co-ordinate the implementation of the CSIRO’s Defence Strategy with internal stakeholders including BUs and support functions.
* Develop a portfolio of relationships with R&D managers of new and existing clients and partners in the Defence area aligned to CSIRO Business Unit’s research strategies and plans.
* Provide insight into Defence market needs and opportunities, effectively developing networks and utilising available business and market information.
* Develop new models for engagement and business models for managing and developing customer opportunities.
* Develop and apply a broad knowledge of CSIRO’s Defence science and promote these to develop opportunities for CSIRO in across the defence sectors.
* Bring together CSIRO BU Defence capabilities to provide cross-BU growth opportunities within the Defence sector
* Communicate effectively and respectfully in the interests of good business practice, collaboration and enhancement of CSIRO’s reputation.
* Provide monthly reporting to CSIRO of activities and progress against KPIs.
* 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

## **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.

## **Selection Criteria**

#### Essential

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

1. Relevant tertiary qualifications and/or equivalent technical experience in one or more R&D areas relevant to identified business / collaboration priorities in the Defence area
2. Demonstrated experience in identifying and influencing critical stakeholders and developing a portfolio of meaningful R&D relationships.
3. An ability to work closely with senior leaders to agree relationship development priorities with a focus on science impact.
4. Demonstrated and extensive knowledge and networks within the Defence sector.
5. Excellent written and oral communication skills, evidenced by superior reporting, presentation and negotiation abilities.
6. A demonstrated ability to work independently, and cohesively as a part of a highly functioning team, to formulate and execute engagement strategies leading to industry and collaborator R&D contracts.

## **Desirable:**

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

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 maintain an Australian Government security clearance at the NV2 level.

## **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. 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