# Position Details

## General Management – CSOF7

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| The following information is for applicants | |
| Advertised Job Title | Senior Technical Advisor (Boeing) |
| Job Reference | 78964 |
| Tenure | Specified Term of 3 years  Full-time |
| Salary Range | AU$141,949 to AU$157,055 pa (pro-rata for part-time) + up to 15.4% superannuation  *For candidates outside of Australia, a relocation package is available. For candidates out of the USA interstate relocation is available if required* |
| Location(s) | Seattle, Washington USA |
| Relocation Assistance | Will be provided to the successful candidate if required |
| Applications are open to | * Australian/New Zealand Citizens and Australian Permanent Residents Only   *US Residency visa holder is preferred but not essential* |
| Position reports to the | Executive Manager, Business Development Future Industries |
| Client Focus – Internal | 10% |
| Client Focus – External | 90% |
| Number of Direct Reports | 0 (various indirect reports as required by projects) |
| Enquire about this job | Contact Chris Olchoway via email at [Christine.Olchoway@csiro.au](mailto:Christine.Olchoway@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

The Senior Technical Advisor is part of CSIRO’s Business Development and Global team that provides Business Development services across the organisation. As a leader embedded within the Boeing US organisation in Seattle, Washington USA, the role is a key account manager for this critical CSIRO partner that grows the value and stature of the CSIRO – Boeing relationship.

Boeing is a pre-eminent CSIRO industry research partner and our scientists have been engaged in collaborative research with Boeing for 32 years. During this time more than 190 projects have been undertaken producing many patents, successful spin out companies, and multiple awards for technology outcomes including four Boeing Supplier of Year awards (2011, 2016, 2017 and 2018), a CSIRO Medal in 2011, and the Boeing Technical Replication Award 2012.

Over the last 21 years CSIRO has maintained a full-time embedded role within Boeing US. The role is unique within CSIRO offering the successful candidate a once in a lifetime experience to work closely with the elite of aviation, space and defence.

The role is supported in Australia by a BD&G team comprising of relevant CSIRO Business Units to facilitate engagement with CSIRO researchers and the development of work programs and projects.

The term is for 3 years to allow the candidate to establish and build a working relationship with Boeing US.

To be successful in this role you must be a highly motivated, resourceful, and results driven individual with strong commercial and technical savvy, demonstrably strong relationship management skills, and an ability to work autonomously in a complex and unstructured environment.

The role is ideally suited to high-achieving early or mid-career individuals looking for a step change.

### Duties and Key Result Areas

* Refresh and maintain a rolling three-year strategic engagement plan for the Boeing US - CSIRO relationship establishing agreed performance criteria and the creation of new business pathways and business models.
* Actively build CSIRO- and Boeing US - networks and relationships to identify and leverage opportunities between the partners, aligned to the strategic priorities of both organisations.
* Identify, plan and lead the development of revenue generating projects to meet pre-agreed CSIRO commercial objectives.
* Oversee and actively manage the Boeing US - CSIRO portfolio including the transition of technologies to Boeing for impact and securing IP rights for CSIRO
* Facilitate communication and the development of relationships between Boeing US and CSIRO staff
* In collaboration with the Boeing-CSIRO Steering Committee and other CSIRO staff leading Boeing focused initiatives, develop and extend the partnership strategy to embrace all relevant Boeing and CSIRO businesses, ensuring performance to plan and agreed metrics.
* Apply a strong knowledge of CSIRO operational policies, processes and commercial governance mechanisms for effective contracting, pricing, IP protection, technology transfer, dispute resolution and pipeline management.
* Plan, co-ordinate, and lead twice yearly Steering committee visits to the US and Australia.
* As a ‘trusted advisor’, provide guidance and recommendations on engagement options to ensure delivery of highest impact CSIRO capabilities to benefit Boeing US business units.
* Raise the internal profile of the account within CSIRO and Boeing and the external profile across the aviation and aerospace industries.
* Inform the development and implementation of CSIRO strategies, business plans and processes in support of CSIRO’s Boeing and North American partnerships.
* Identify and develop business with US companies where activities do not compete with the Boeing strategies, products and services.
* 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.
* Work collaboratively as part of a multi-disciplinary, regionally dispersed team to carry out tasks in support of CSIRO scientific objectives.
* Adhere to the spirit and practice of CSIRO’s Values, Code of Conduct, Health, Safety and Environment procedures and policy, Diversity initiatives and Making Safety Personal 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 University qualification in Science or Engineering, or relevant industry experience, an additional postgraduate management qualification is desirable
2. Demonstrated ability to develop and manage effective working relationships with a large and diverse range of scientists, senior executives, and administrative teams to create high value projects, opportunities, and commercial relationships.
3. Demonstrated experience in achieving impact utilising superior leadership skills: influence, listening, and leading large virtual, or indirect teams.
4. Technical background or aptitude to competently deal with science and engineering aspects of the position, with the ability to understand and communicate with technical experts over a wide range of technologies and engineering disciplines and correlate learnings with CSIRO capabilities to create opportunity.
5. A broad knowledge of CSIRO capabilities and a responsive network within CSIRO.
6. Proven abilities in setting strategies, research impact objectives, resource allocations, financial targets, and driving performance to plan.
7. Proven success in developing, negotiating and closing a wide variety of new business agreements and high value deals with industry partners in line with broader CSIRO strategic goals.
8. Outstanding written and oral communication, negotiation, and representational skills, with a demonstrated ability to deliver against objectives and a strong goal orientation.
9. A history of professional and respectful behaviours and attitudes in a collaborative environment.

## **Desirable**

1. Strong understanding of business and science trends, and technology issues relevant to the aviation and aerospace industries.
2. US Residency visa while not essential would be highly valued.

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 Check or equivalent. Please note that people with criminal records are not automatically deemed ineligible. Each application will be considered on its merits.

## **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:

* 1. People First
  2. Further Together
  3. Making it Real
  4. Trusted