# Position Details

## Administrative Services- CSOF5

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| The following information is for applicants |
| Advertised Job Title | Market Analyst  |
| Job Reference | 85770 |
| Tenure | Specified term of 3 years |
| Salary Range | AU$102,724 to AU$111,165 pa (pro-rata for part-time) + up to 15.4% superannuation |
| Location(s) | Open to all locations and remote working |
| Relocation Assistance | Not provided |
| Applications are open to | Australian/New Zealand Citizens and Australian Permanent Residents Only |
| Position reports to the | Manager, Business Engagement Solutions Team (BEST) in the BD&G group |
| Client Focus – Internal | 100% |
| Client Focus – External | 0% |
| Number of Direct Reports | 0 |
| Enquire about this job  | Contact Wendy Reid via email at wendy.reid@csiro.auPhone 03 9545 8837 | 0409 120 001 |
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### Role Overview

The Business Engagement Solutions Team (BEST) in CSIRO is part of Business Development and Global (BD&G) and plays an important role in providing enterprise level market and business analytical support to various groups across CSIRO.

Working autonomously – but alongside the team’s other market analysts – these 2 positions will be responsible for providing high quality market, industry, customer and competitive analysis and insights; and drawing conclusions that will inform business decision-making in relation to the market and revenue, as well as providing information to help align key research areas with industry.

Market analysis is a vital element in researchers’ decision-making processes about future commercial pathways for their research and technology. Demand is increasing for this work, as BUs and Missions realise the value of tailored and professional market analysis.

There are some highly important questions which can be answered by the Market Analysts – answers which provide fundamental information in direction-setting for research leaders.

For example: how big is the market, who are the main players, what are the technology trends and gaps, what are the global macro & mega trends, is there a social licence to operate, what funding and investing opportunities are out there, what is the patent and IP landscape, what are the drivers and barriers for market entry, and what is the forecasted market growth?

Reporting to the manager of the BES Team, the role will work closely with other market analysts as well as the broader BD&G community and scientists to analyse and provide recommendations on target markets and commercial pathways.

We are looking for people with a scientific background (one in the Health and MedTech field) and broad interest across many science disciplines, combined with a high level of business & commercial acumen.

The work is based around secondary desktop research and does not require the applicant to source primary data or undertake field trips to perform the role.

Training will be provided in the use of CSIRO’s enterprise market analysis databases.

### Duties and Key Result Areas:

* Lead market analysis projects by working alongside science teams to source, evaluate, synthesise and analyse a broad range of qualitative and quantitative data;
* Form insights, providing written business reports and analysis that can be included as input to decision-making about research & technology pathways;
* Provide support to the Commercialisation team through market scoping;
* Manage stakeholder engagement, present results to internal teams and workshops, facilitate market-related discussions;
* Contribute to a team environment that values equity and diversity and enables the achievement of personal objectives, team and organisational KPIs, including adhering to the spirit and practice of CSIRO’s values, HSE policies and diversity initiatives;
* Other duties and tasks that may arise as priorities for the team and for BD&G.

## **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:** Uses knowledge of other party's priorities and adapts presentations or discussions to appeal to the interests and level of the audience. Anticipates and prepares for others reactions.
* **Resource Management/Leadership:** Sets up and maintains effective and efficient work teams and manages performance and resources, to achieve objectives. Chooses appropriate management strategies and communication styles to maintain high levels of motivation and productivity. Gives feedback for development purposes and provides support and direction for improvement.
* **Judgement and Problem Solving:** Investigates underlying issues of complex and ill-defined problems and develops appropriate response by adapting/creating and testing alternative solutions.
* **Independence:** Plans, sets and works to meet challenging standards and goals for self and/or others. Recognises where endeavours will make the most impact or difference, decides on desired outcome and sets realistic goals to reach this target.
* **Adaptability:**Copes with ambiguity or situations that lack clarity. Adapts readily to changing circumstances and new responsibilities (which may include activities outside own preferences) in the interests of achieving team objectives. Recognises the need for and undertakes personal development as a result of changes.

## **Selection Criteria**

#### Essential

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

1. A PhD (or an equivalent combination of qualifications and research experience) in the Health & MedTech field or broader science fields.
2. Tertiary qualification in business & commerce and\or relevant experience in technology commercialisation.
3. Demonstrated proficiency in report writing, presentation and communication.
4. Demonstrated skills and understanding of data retrieval techniques and market analysis.
5. Interest in markets, business, science trends and innovation.

## **Desirable:**

1. MBA qualification.
2. Previous experience with market analysis databases.