# Position Details

## Administrative Services- CSOF6

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| The following information is for applicants |
| Advertised Job Title | Senior Strategy & Market Analyst  |
| Job Reference | 90484 |
| Tenure | Specified Term of 18 monthsFull-time |
| Salary Range | AU$121,455to AU$142,321 pa plus up to 15.4% superannuation |
| Location(s) | Melbourne, VIC or Canberra, ACT (preferred) Sydney, NSW may be considered |
| Relocation Assistance | Will be provided to the successful candidate if required |
| Applications are open to | Australian/New Zealand Citizens and Australian Permanent Residents |
| Position reports to the | Team Leader – Living Landscapes Program |
| Client Focus – Internal | 70% |
| Client Focus – External | 30% |
| Number of Direct Reports | 0 |
| Enquire about this job | Contact Steven Wibowo via email at steven.wibowo@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

Globally, environmental degradation is widespread, on the rise and occurring across a range of land and seascapes. In response to this, a strong and growing demand has emerged from investors, banks, consumers and government, for frameworks and tools to better understand changes in the extent and condition of the world’s environmental/natural assets over time. Environmental and natural capital assessment and accounting, and the Taskforce for Nature-related Financial Disclosures (TNFD) have emerged as key frameworks.

Underpinned by CSIRO’s commitment to develop solutions that make impact in society, and decades of research in natural capital accounting, **Nature Positive** is one of CSIRO’s budding start-ups that delivers solutions for natural capital accounting, TNFD reporting and broader ESG reporting. **Nature Positive** has three core offerings:

* **GUIDE:** GUIDE is an interactive web-based platform where customers can learn Natural Capital Accounting concepts and/or 2) navigate the myriad of CSIRO and non-CSIRO solutions. This will be a hub to host/post a series of publications/blogs/forums/webinar to promulgate the importance of ESG metrics and engages prospective customers.
* **LAB:** is facilitated problem-solving session where Nature Positive Team engages customers to their needs, pain points and objectives, and recommend next steps.
* **PLATFORM:** is a digital application/portal which allows subscribers to access various Nature Positive ‘modules’ (e.g., biodiversity, carbon, water). Each module consists of well-integrated CSIRO solutions.

Working closely with the Commercialisation Lead and Venture Architect, the Strategy & Market Analyst will play a pivotal role in scoping, project managing and delivering market/ competitive insight relevant for the development of Nature Positive offerings (e.g., GUIDE and LAB) and the overall commercialisation and go-to-market approach. The Strategy & Market Analyst will also contribute to the management and delivery of Nature Positive offerings (e.g., LAB) and provide additional general support to the Nature Positive team as required. They will have strong business strategy and market analysis skills, excellent communication and report writing skills, will be comfortable leading and facilitating discussions with senior audiences and must be an enthusiastic and motivated team player.

### Duties and Key Result Areas

* Under limited guidance, lead market/competitive analysis to identify market opportunities, trends and insights to guide the development of Nature Positive offerings and commercialisation strategy.
* Efficiently gather, understand, analyse, and synthesise information from disparate sources into detailed, logical, evidence-based insights and conclusions that guide strategy conversations.
* Succinctly and professionally communicate complex business, scientific and technical concepts via insightful written reports and succinct presentation.
* Engage with prospective customers and coordinate activities related to Nature Positive Lab sessions.
* Develop financial/business models to support decision making/commercialisation.
* Act as a trusted advisor and demonstrate creativity in anticipating client needs.
* Identify and adapt to changes in client needs and market changes.
* 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 collaborative as part of a multi-disciplinary, regionally dispersed team.
* Adhere to the spirit and practice of CSIRO’s Values, Code of Conduct, Health, Safety and Environment procedures and policy, Diversity initiatives and Zero Harm goals.
* Other duties and tasks that may arise as priorities for the team.

## **Selection Criteria**

#### Essential

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

1. A degree in a relevant discipline such as Science, Engineering, Business Relations, Economics, Finance, or related fields.
2. 2+ years relevant professional experience in top-tier management/strategy consulting/ advisory, internal corporate strategy function, or relevant function of Government department.
3. Excellent verbal and written communication skills and ability to facilitate conversations.
4. Demonstrated experience in using market research and business analysis tools to rapidly source, evaluate, synthesis and analyse a broad range of business, technical and economic data to form relevant business insights.
5. Experience developing and/or applying business analysis and strategic analysis frameworks (i.e., value chain analysis).
6. Proven ability in generating professional quality reports (PowerPoint and Word) and deliverables that clearly communicate key insights to a senior executive-level audience.
7. Experience in developing financial models to support business decision making.
8. Strong project management and stakeholder management skills in end-to-end project delivery.

## **Desirable**

1. A post-graduate degree in MBA or equivalent.
2. Experience in digital tech/ deep tech start-up.
3. Good understanding of environmental, biodiversity and natural capital data, models and tools.
4. Strong connections to customers requiring nature-related products and an understanding of their needs in this space.

## **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:** Identifies critical stakeholders and influences them via an influential third party, for example through an established network, to gain support for sometimes contentious, proposals/ideas.
* **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, understanding, 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:** Assesses the risk and opportunity of identified strategies, options and actions. Overcomes problems and setbacks in achieving goals. Invariably includes consideration of value-added future impact on bottom line when determining the optimal and efficient use of resources.
* **Adaptability:**Demonstrates flexibility in thinking and adapts to and manages the increasing rate of organisational change by adjusting strategies, goals and priorities.

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

Find out more about CSIRO [Land and Water](https://www.csiro.au/en/Research/LWF)