# Position Details: Senior Manager, Strategy Consulting (Agriculture and Food)

## Research consulting – CSOF6

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| The following information is for applicants | |
| Advertised Job Title | Senior Manager, Strategy Consulting (Agriculture and Food) |
| Job Reference | 90650 |
| Tenure | Full-time (part-time would be considered for the right candidate) |
| Salary Range | $121,455 - $142,321, plus up to 15.4% superannuation |
| Location(s) | Melbourne, Sydney |
| Relocation Assistance | Will be provided to the successful candidate if required |
| Applications are open to | * Australian Citizens * Australian Permanent Residents |
| Position reports to the | Associate Director, CSIRO Futures |
| Client Focus – Internal | 20% |
| Client Focus – External | 80% |
| Number of Direct Reports | Up to 5 |
| Enquire about this job | Contact Greg Williams via email at Greg.Williams@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 Futures](https://www.csiro.au/en/Showcase/CSIRO-Futures) is the strategic and economic advisory arm of CSIRO – Australia’s national science agency.

**Why join CSIRO Futures?**

* Work on globally impactful challenges – We work with forward thinking industry and government customers to tackle the world’s most important challenges, including sustainable food production, energy transition, and resilient healthcare systems.
* Unparalleled access to scientific expertise – CSIRO sits at the cutting edge of science and technology. CSIRO Futures has direct access to over 5,000 world leading researchers and technologists to ensure our insights are deeper and more evidence-based than other consultancies.
* Innovate for Australia’s future – We draw on our extensive consulting and economic analysis capabilities to identify growth opportunities in existing and emerging industries, and develop strategies for how Australia can pursue them.
* Professional development – Beyond CSIRO’s commitment to dedicated learning and development days, the complex and multi-stakeholder nature of CSIRO Futures projects provide significant senior leadership and management experience compared to other consultancies.
* Flexible working arrangements – Our team offers a variety of flexible working arrangements including working from home.

**The position**

Australia’s agriculture and food sectors are rapidly evolving, driven by changing consumer needs and pressure on our resources to feed more people. New science and technology to help these industries thrive are continuously in development, and the pace of change is accelerating. CSIRO Futures brings together expert knowledge in science, technology, strategy and economics to help organisations and governments explore emerging opportunities across agriculture and food, enabling business growth and competitiveness and industry development. Recently, this has included leading the development of Australia’s Protein Roadmap, informing the Commonwealth Government’s investment in biosecurity resilience, and exploring on-farm applications of advanced bioengineering to help address agricultural sustainability.

As a Senior Manager, you will be responsible for leading the delivery of national-scale industry roadmaps and strategic advisory projects that involve the analysis of emerging tech-based opportunities that have the potential to transform existing or create new industries in food and agriculture. You will work with and help inform decision makers and leaders in government and industry, providing a structured and evidenced approach that draws on CSIRO’s world leading experts.

### Duties and Key Result Areas:

* Lead the successful delivery of complex, multi-stakeholder advisory projects in the agriculture and food portfolio to inform investment decisions, both at national scale and on behalf of corporate clients.
* Liaise with clients to determine their needs, tailoring solutions to potentially conflicting requirements. Be responsible for client engagement, and correcting problems promptly and in a constructive manner.
* Communicate succinctly and professionally to senior decision makers and peers within and outside of CSIRO, providing detailed and accurate information/reports based on robust and transparent business, scientific and technical evidence.
* Build and maintain strong external relationships with senior leaders and decision makers to identify new business opportunities and convert these into delivery projects.
* Build and maintain strong relationships with relevant CSIRO leaders and senior researchers to coordinate activities and develop a deeper understanding of CSIRO’s key science and technology domains.
* Lead scoping and proposal development for new project opportunities.
* Perform line management responsibilities for 2-5 team members, ensuring their development to achieve CSIRO Futures goals. Informally coach/mentor other team members where appropriate.
* Support the broader Futures’ team growth and operations by contributing to practice management activities.
* 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.
* Adhere to the spirit and practice of CSIRO’s Code of Conduct, Health, Safety and Environment procedures and policy, Diversity initiatives and Making Safety Personal goals.

## **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. Undergraduate qualifications in science, engineering, business, finance or economics or a related field that includes a significant analytical component.
2. Experience providing strategic advice to the agriculture and food industry or working within the industry in a technology or strategy related role.
3. Experience in autonomously leading small teams on strategic or technical consulting projects focused on the agriculture and food sector and include the gathering, evaluation, analysis and synthesis of a broad range of information to develop robust insights and input into strategic decision making.
4. Demonstrated ability to build and foster relationships with senior decision makers to identify new opportunities and successfully convert them into high-impact projects.
5. Experience managing junior staff in a consultancy/advisory setting, including performance management, mentoring, and professional development.
6. Excellent interpersonal, oral communication and presentation skills, including experience in proactively collaborating and consulting with internal and external stakeholders.
7. Ability to demonstrate adaptability, modifying project methodology in real time and being able to justify the 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 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/)!