

Position Description

Business Development Manager – Defence

Position Number: TBC
Position Title: Business Development Manager
Date Written: January 2018

Location: UNSW Canberra
Faculty / Division: DVC Enterprise
School / Unit: Knowledge Exchange
Position Level: 10+

ORGANISATIONAL ENVIRONMENT

UNSW is currently implementing a ten year strategy to 2025 and our ambition for the next decade is nothing less than to establish UNSW as Australia's global university. We aspire to this in the belief that a great university, which is a global leader in discovery, innovation, impact, education and thought leadership, can make an enormous difference to the lives of people in Australia and around the world.

Following extensive consultation in 2015, we identified three strategic priority areas. Firstly, a drive for academic excellence in research and education. Universities are often classified as 'research intensive' or 'teaching intensive'. UNSW is proud to be an exemplar of both. We are amongst a limited group of universities worldwide capable of delivering research excellence alongside the highest quality education on a large scale. Secondly, a passion for social engagement, which improves lives through advancing equality, diversity, open debate and economic progress. Thirdly, a commitment to achieving global impact through sharing our capability in research and education in the highest quality partnerships with institutions in both developed and emerging societies. We regard the interplay of academic excellence, social engagement and global impact as the hallmarks of a great forward-looking 21st century university.

To achieve this ambition we are attracting the very best academic and professional staff to contribute to and play leadership roles in our organisation.

UNSW BEHAVIOURS

UNSW recognises the role of employees in driving a high performance culture. The behavioural expectations for UNSW are below. Please refer to the [UNSW Behaviours](#) for the expectations of your career level 10+



Demonstrates Excellence – Delivers high performance and demonstrates service excellence.



Drives Innovation – Thinks creatively and develops new ways of working. Initiates and embraces change.



Builds Collaboration – Works effectively within and across teams. Builds relationships with internal and external stakeholders to deliver on outcomes.



Displays Respect – Treats others with dignity and empathy. Communicates with integrity and openness.



Embraces Diversity – Values individual differences and contributions of all people and promotes inclusion.

OVERVIEW OF RELEVANT AREA AND POSITION SUMMARY

The Division of Enterprise has the responsibility of "Delivering from Research Excellence" and "Knowledge Exchange for Social Progress on Economic Prosperity" as part of the University's 2025 Strategy.

The Division will double the University's knowledge exchange revenue in the next five years and, through broad partnership with research organisations, industry and government, help transform Australia's economic base.

The programs which will assist in delivering against these initiatives are listed in [UNSW's Innovation Statement](#) and comprise of five main areas: *Attracting and Nurturing Skills, Embedding and Empowering an Innovation Culture, Creating and Growing Partnerships with Industry, and Building Infrastructure and Forging long-term partnerships for Innovation.*

The Business Development Manager is part of the Knowledge Exchange team and will focus on identifying new partners and opportunities for UNSW technologies, R&D, innovation and broader capability. This is not a corporate sales and marketing BD role.

They will leverage strong external and strategic relationships within the defence industry sector and use strong internal relationships across the University to generate knowledge exchange pathways, negotiate deals for the University and achieve key revenue targets. As an expert in the defence sector, the incumbent will operate as a key interface between the University and external partners and will drive complex negotiations and close significant business deals. The position will work within a team of Business Development Managers with a diverse range of sector expertise to facilitate the attainment of the University's knowledge exchange goals.

Position reports to: Executive Manager, Business Development & Commercialisation and will also functionally report to the Faculty Executive Director, UNSW Canberra.

Location: the position will be primarily based at UNSW Canberra and will regularly spend time at UNSW Sydney.

Direct reports: none

The role has key relationships with the Knowledge Exchange Business Partner Team, Research Division, External Relations Division, Philanthropy Division, Faculty Executive teams and Faculty based researchers and academics.

Responsibilities

The Business Development Manager will play an integral role in ensuring that the University delivers on its KPIs to support the 2025 Strategy. Specific responsibilities for this role include:

1. Operating as the key player between the Knowledge Exchange Business Partners, internal stakeholders, and the defence sector to facilitate monetary and non-monetary knowledge exchange outcomes which are beneficial for the University
2. Providing regular management reporting to identify achievement against KPIs, ROI on business development spend and take appropriate actions
3. Managing a portfolio of high value prospects to deliver ambitious revenue targets for Knowledge Exchange across UNSW Canberra and UNSW Sydney
4. Developing strategies for, and then securing major contracts and business from the defence sector including tender, consulting and research opportunities
5. Proactively seeking and identifying new opportunities to grow or refer new business opportunities aligned with the University's Knowledge Exchange strategy
6. Successfully negotiating substantial contracts and complex knowledge exchange business development initiatives on behalf of the University

7. Leveraging strong relationships and networks with the defence industry to facilitate outcomes for the University
8. Fostering and maintaining strong strategic and value adding relationships and networks across the University.
9. Internally promoting the University's business development program, capabilities and support available to staff
10. Understanding key trends across the defence sector, identify and manage emerging issues and implementing strategies to generate solutions
11. Developing and writing business cases for a range of stakeholders to drive research income, including industry, government and external partner group to support knowledge exchange and drive revenue.
12. Ensuring hazards and risks are identified and controlled for tasks, projects and activities that pose a health and safety risk within your area of responsibility.

SELECTION CRITERIA

1. A degree qualification, in business or a relevant discipline, and extensive senior management experience in this area.
2. Outstanding track record of achievement in developing and closing defence related business deals including research and technology partnerships (contract, collaborative, consulting, tender)
3. Significant experience within the defence sector aligned with UNSW's research strengths
4. Demonstrated ability to work collaboratively within a team to achieve substantial revenue targets and key performance indicators
5. Proactive and motivated with demonstrated value-add networks, and strong stakeholder and relationship management skills within the defence sector
6. Demonstrated strong analytical and problem solving skills, with the ability to use innovative thinking when developing a robust approach for finding solutions to problems
7. Superior negotiation skills and persuasive communication skills
8. Demonstrated experience in developing and writing business cases for the defence sector or similar.

It is not the intention of the position description to limit the scope or accountabilities of the position but to highlight the most important aspects of the position. The aspects mentioned above may be altered in accordance with the changing requirements of the role.