RMIT UNIVERSITY

Position Description – Senior Manager – Partnerships (Health and Biomedical Sciences)

Position Details

Position Title:	Senior Manager – Partnerships (Health and Biomedical Sciences)
College/Portfolio:	STEM College
School/Group:	Business Development & Partnerships
Campus Location:	Predominantly based at the Bundoora Campus, but may be required to work and/or be based at other campuses of the University.
Classification:	HEW 10A
Employment Type:	Continuing
Time Fraction:	1.0 FTE (flexible working arrangement requests will be considered)

RMIT University

RMIT is a multi-sector university of technology, design and enterprise. The University's mission is to help shape the world through research, innovation and engagement, and to create transformative experiences for students to prepare them for life and work. For more information on RMIT University follow the links below.
https://www.rmit.edu.au/about
https://www.universitiesaustralia.edu.au/university/rmit-university/
https://www.rmit.edu.au/about/facts-figures

Our three main campuses in Melbourne are located in the heart of the City, Brunswick and Bundoora. Other locations include Point Cook, Hamilton and Bendigo, two campuses in Vietnam (Hanoi and Ho Chi Minh City) and a centre in Barcelona, Spain. RMIT is a truly global university.
https://www.rmit.edu.au/about/our-locations-and-facilities

We are also committed to redefining our relationship in working with, and supporting, Indigenous self-determination. Our goal is to achieve lasting transformation by maturing our values, culture, policy and structures in a way that embeds reconciliation in everything we do. We are changing our ways of knowing, working and being to support sustainable reconciliation and activate a relationship between Indigenous and non-Indigenous staff, students and community. Our three campuses in Melbourne (City, Brunswick and Bundoora campuses) are located on the unceded lands of the people of the Woi Wurrung and Boon Wurrung language groups of the eastern Kulin Nation.

The STEM College

The STEM College holds a leading position and expertise in the science, technology, engineering, mathematics, and health (STEM) fields. We are uniquely positioned to influence and partner with industry, as never before.

STEM College is a community of exceptional STEM researchers, teachers, inventors, designers and game-changers, supported by talented professional staff. We offer higher education programs across all STEM disciplines at the Bachelor, Master and PhD levels, and ensure our students experience an education that is work-aligned and life-changing.

The College is renowned for its exemplary research in many STEM areas including advanced manufacturing and design; computing technologies; health innovation and translational medicine; nano materials and devices; and sustainable systems. Our brilliant researchers attract funding from government and industry sources.

Industry is at the heart of what we do. It ensures our research has real world impact, and our students are truly work-ready. We have established new hubs of industry-connected digital innovation and endeavour and are engaging with global STEM organisations at scale.

Our diversity and shared values empower our work, and we are proud of the College's inclusive, caring culture. We offer a safe, dynamic work environment, and support every member of our community of achieve their potential. The College appointed Victoria's first ever Dean of STEMM, Diversity & Inclusion in 2020, and this role drives gender equity, diversity and inclusion strategies across the College.

STEM College employs 1,000 staff who deliver onshore and offshore programs to approximately 20,000 students.

We are here to positively impact the world and create the next generation of STEM leaders.

School of Health and Biomedical Sciences

The School of Health and Biomedical Sciences comprises three Academic areas:
- Clinical Sciences
- Health Sciences
- Medical Sciences

Primarily based at the RMIT Bundoora campus, we undertake teaching and research across the disciplines of: Human Biosciences, Laboratory Medicine, Medical Radiations, Nursing, Digital Health, Osteopathy, Chiropractic, Chinese Medicine, Pharmacy, Pharmaceutical Sciences, Physiotherapy and Psychology.

The School's research was ranked as well above world standard in clinical science, complementary and alternative medicine, medical physiology, microbiology and pharmacology & pharmaceutical sciences, and above world standard in psychology, public health & health service and medical & health sciences. We have a strategic focus on chronic disease and integrative health care with globally distinctive research strengths in respiratory health, neuroinflammation, translational immunology and infection, cancer diagnostics and therapeutics, and cross-cutting themes of: Lifestyle Medicine, Digital Health, Indigenous Health, Ageing in Health & Disease, and Medical Devices, Diagnostics and Prognostics. Research and Learning and Teaching innovation within the School is supported by a world class simulated hospital, digital human anatomy facility, state-of-the-art equipment and fully equipped laboratories and medical radiations facilities as well as a significant number of national and international partners.

Details of the School can be found at:
https://www.rmit.edu.au/about/our-education/academic-schools/health-and-biomedical-sciences

Position Summary

The STEM College is developing and growing its Business Development and Partnerships portfolio to drive industry focused teaching and research opportunities across the College. As part of this team, the Senior Manager - Partnerships (Health and Biomedical Sciences) will work to grow the School's portfolio of industry engagement and partnership activities.

The role will work collaboratively with the College Director of Business Development and Partnerships, as

well as the School Executive, to identify, support and develop business and partnership opportunities and deliver new strategic relationships that will grow our external engagement with industry. The role will actively promote the services and solutions the School's academic expertise can offer, to deliver commercially attractive partnerships. The role will also ensure that the School's existing key strategic industry partner relationships are effectively managed through the development of partnership plans and an account management approach.

Whilst the role will focus on the School of Health and Biomedical Sciences, it will work within a team supporting the breadth of business development opportunity across the STEM disciplines, and a multidisciplinary and networked approach to some partnerships will be required. As a key member of the Business Development and Partnerships portfolio, this role will deliver high-quality client-focused outcomes that support the School's strategic plan.

Reporting Line

Reports to: Director, Business Development and Partnerships
Direct reports: 0-1

Organisational Accountabilities

RMIT University is committed to the health, safety and wellbeing of its staff. RMIT and its staff must comply with a range of statutory requirements, including equal opportunity, occupational health and safety, privacy and trade practice. RMIT also expects staff to comply with its policy and procedures, which relate to statutory requirements and our ways of working.

RMIT is committed to providing a safe environment for children and young people in our community. Read about our commitment and child safe practices. https://www.rmit.edu.au/about/our-locations-andfacilities/ facilities/safety-security/child-safety.

Appointees are accountable for completing training on these matters and ensuring their knowledge and the knowledge of their staff is up to date.

Key Accountabilities

• In collaboration with the School Executive, and Director BD & Partnerships, identify and secure new industry partnerships in the School's priority areas that deliver additional business, R&D and/or future workforce training opportunities.

• Assist the School and its researchers in identifying commercially attractive opportunities with new and existing partners, and lead the generation of prospective value propositions, funding proposals, business cases and appropriate contractual agreements, to advance opportunities with industry partners.

• Lead early stage business development initiatives including the development of briefings, scoping activities, and opportunity/partner evaluations and ensure senior leadership and partners are briefed and updated throughout the brokering process.

• Support the development and establishment of partnership agreements including the implementation of key partnership activities and milestones, and the administrative operational requirements of the partnership.

• Responsible for the proactive account management and data that may inform the School's strategy with a focus on the top industry partnerships to maintain mutual benefits.

• Build strong relationships and develop an understanding of partner needs while working with internal teams to explore, design and deliver solutions that are commercially attractive.

• Establish a deep knowledge of the School's academic capability and potential business opportunities to facilitate new relationships and broker strategically aligned opportunities across an ecosystem of micro-businesses, small and medium sized enterprises and multinationals.

- Develop, maintain and extend effective networks, partnerships and strategic alliances with researchers, industry leaders, not for profit organisations and relevant government bodies to foster collaborative partnerships, that deliver research outcomes with demonstrable impact and align with the School's strategic areas of focus.

- Establish relationships within the University community to support, collaborate and initiate cooperative commercial undertakings, acting as a key liaison between the School, College and central University Portfolios to manage industry engagement that realises multi-disciplinary opportunities for industry partnerships with a national or Global focus.

- Other duties when required and as directed by line manager that are commensurate with the role.

- Be accountable for your own actions and workload to positively influence the team culture and consistently demonstrate RMIT's values.

Key Selection Criteria

1. Extensive experience in proactive account management within industry and/or a tertiary environment.
2. Demonstrated experience in shaping systems (including data synthesis and reporting) to achieve results and facilitate outcomes within a relationship management model.
3. Demonstrated track record in generating productive and efficient client and stakeholder relationships.
4. Relevant discipline and industry knowledge, and a demonstrated ability to identify, understand and articulate college, school and industry needs.
5. Expertise in presenting a range of diverse services to meet customer needs.
6. Refined presentation skills and experience in communicating with and presenting to executives.
7. Excellent communication, persuasion and facilitation skills
8. Demonstrated capacity to work in a challenging, dynamic and complex environment.
9. Demonstrated working experience with Industry, Government and Universities with major program and project attraction.

Qualifications

Relevant postgraduate qualification and/or relevant industry experience. A valid Working with Children Check is mandatory.

Endorsed:	Signature:	Approved:	Signature:
	Name:		Name:
	Title:		Title:
	Date:		Date: