



Manager, Industry Engagement (MedTech)

Business Development Portfolio

CHANCELLERY DIVISION



About QUT

QUT is a major Australian university with a global outlook and a 'real world' focus. We are one of the nation's fastest growing research universities and our courses are in high demand.

We are an ambitious and collaborative institution that seeks to equip our students and graduates with the skills they will need in an increasingly disrupted and challenged world. We are transforming the student experience we offer our 50,000 students and we place a premium on the international and national accreditation of our various professional degrees.

Our internationally award-winning Science and Engineering Centre is home to The Cube, acknowledged as one of the world's largest digital interactive learning and display spaces. QUT established the world's first Creative Industries Faculty, and we invest heavily in collaborative learning and interdisciplinary research environments, including the \$95M Education Precinct.

Further information about QUT can be obtained from the website at www.qut.edu.au.

Our Vision

QUT's [Blueprint 6](#) is our institutional strategic plan. The Blueprint formalises QUT's ambitions and declares our strong sense of purpose which is to provide transformative education and research relevant to our communities. It provides a framework and strategies to enable QUT to realise our vision to be the university for the real world and identifies the following priorities:

- support aspiration and inclusion
- encourage creativity and entrepreneurship
- embrace digital transformation and technology
- embed principles of health and wellbeing
- support Indigenous Australian engagement, success and empowerment
- enable professional engagement and ethical leadership and,
- focus on the environment and sustainability

Aligned to and supporting our vision are the QUT Values. These Values highlight what makes QUT distinct and successful. Providing a compass for our decisions, actions and behaviours and strengthening our community.

QUT Values

- Ambition
- Curiosity
- Innovation
- Integrity
- Inclusiveness

About the Chancellery Division

The Vice-Chancellor and President is responsible to Council for providing leadership to the University and for the academic, financial and administrative functions of the University. The Vice-Chancellor is also QUT's chief representative on external forums.

The Vice-Chancellor leads the Chancellery Division which includes the Business Development and International Portfolios, Indigenous Strategy, Government Relations and Policy, Assurance, Risk and Integrity Services, Marketing and Communication, and Finance Business Solutions.

The Office of the Vice-Chancellor provides support and manages the business of the Vice-Chancellor and Chancellery Division. The Chancellery supports the University Executive in fulfilling their responsibilities to Council for providing leadership to the University and its academic, financial and administrative functions.

About the Business Development Portfolio

The Business Development Portfolio provides university-wide coordination and stewardship of QUT's engagement with industry, philanthropic and alumni communities. Led by the Vice-President (Business Development), the following areas fall within the Portfolio's responsibility:

- Office of the Vice-President (Business Development);
- Industry Engagement;
- Advancement; and
- Alumni, Venues and Events.

About the Position

The Manager, Industry Engagement (MedTech) plays a key role in linking industry to QUT researchers and establishing long-term mutually beneficial relationships.

Working closely with the research community and senior research management within the Faculty of Health, associated research centres and other relevant areas across QUT, the incumbent will be instrumental in fostering industry partnerships that facilitate QUT growing its research capacity in medical technology and transferring knowledge to its stakeholders.

This position will contribute to QUT's industry engagement goals and KPIs, as determined by the Executive Director, Industry Engagement in consultation with key stakeholders.

The incumbent reports to the Director, Industry Engagement (Health) for supervision, workload management and for Performance Planning and Review (PPR).

Key responsibilities include:

- Identify and establish partnering and knowledge transfer opportunities with Australian and international industry, government and peak bodies in private and public sectors including the health sector to create university and partner value. This would include playing a key role in the negotiation and formalisation of research and licensing agreements, and the establishment of University spinout companies.
- Work with researchers/research teams to raise research funding from, and build productive and sustainable relationships with industry, not-for-profit organisations, investors, or government agencies.
- Work effectively with the Office of Research Services to ensure highly effective stewardship from initial enquiry through to formal contractual engagement and post-contractual relationship management.
- Work effectively with key internal stakeholders to identify opportunities, support relevant initiatives, follow-up on business leads, and support the establishment of long-term external relationships.

- Manage and maintain relationships with partners to ensure a high level of satisfaction and long-term engagement.
- Represent QUT at key industry and government fora.
- Deliver to QUT's external research income target.
- Provide policy strategic advice to senior leaders and academic staff in relation to contract research and consultancies including budget, procurement policy, indemnity, insurance and liability.
- Assist in the delivery of education programs to evolve business development and knowledge transfer culture across QUT.
- Evaluate and manage risks to the University through good management practices, and communication of contractual matters.
- Compliance with health and safety policies, procedures, hazard reporting and safe work practices.

To ensure job flexibility the successful appointee may be required to:

- perform any other duties as nominated by the University consistent with the relevant classification descriptors detailed in the Enterprise Agreement. Staff undertaking any new duties will receive training;
- participate in job rotation or multiskilling in consultation with their supervisor;
- work across campuses

Type of appointment

Appointment will be offered on an ongoing, full-time basis.

Location

Kelvin Grove campus with frequent travel to Gardens Point Campus and other QUT locations.

Selection Criteria

1. Completion of a postgraduate qualification in a relevant discipline area or an equivalent combination of education, training and/or experience.
2. Proven track record in establishing and maintaining long-term industry relationships and commercialisation activities across a related range of disciplines and activities.
3. Demonstrated ability in building strong and beneficial global partnerships, which

- enhance the university's reputation.
4. Demonstrated experience or exposure to legal contracts and agreements with demonstrated understanding of commercial and Intellectual Property issues.
 5. Demonstrated ability to identify funding opportunities and to build relationships with researchers and industry to meet research income targets.
 6. Proven analytical and problem solving skills including the interpretation of policy, compliance, legislative and regulatory documents with an ability to balance the requirements of these with organisational objectives.
 7. Outstanding communication and interpersonal skills to effectively influence and work collaboratively with a wide range of stakeholders.

Remuneration and Benefits

The classification for this position is Higher Education Worker Level 10 (HEW10) which has an annual remuneration range of \$143,375 to \$160,362 pa. Which is inclusive of an annual salary range of \$122,188.12 to \$136,664.54 pa, 17% superannuation and 17.5% recreation leave loading.

In July 2020 QUT staff voted in favour of a variation to its Enterprise Agreements. The variations were approved by the Fair Work Commission in August 2020.

The variation impacts leave loading (for new staff no loading will be paid or accrued during the period the variation is in effect), salary increases (the salary increase which was due to occur in the first full pay period of December 2020 has been deferred until the first full pay period of December 2021) and superannuation (superannuation will be paid to staff as though the salary increase which would have been paid in December 2020 has taken effect and, subject to the rules of the superannuation fund, a defined benefit member will continue to make contributions in alignment with the contributions made by the University). A link to the variation is [here](#).

Beyond personal and professional fulfilment, a career at QUT brings a broad range of tangible benefits. With competitive remuneration including superannuation, the University offers real and generous benefits.

QUT is a high quality and flexible organisation that is proud of its excellent employment

conditions which include but are not limited to:

- Reduced working year scheme
- Parental leave provisions
- Study support encompassing leave and financial assistance
- Comprehensive professional development
- Salary Packaging

Further benefits can be found at the [Working at QUT](#) page.

Information for applicants

This is a full-time position that will require significant participation in events outside of normal working hours.

This position is open to applicants who have ongoing full-time work rights in Australia. In support of our strategic priority of Indigenous Australian success, Aboriginal Australians and Torres Strait Islander people are encouraged to apply.

Applicants who reach the final stage of the selection process will be expected to undergo a check of their criminal history. Those matters which do not have an impact on the inherent requirements of the position will not be taken into consideration. Applicants will be provided with an opportunity to discuss the outcome of the check before a decision on appointment is made.

For further information about the position, please contact Andrew Leech, Director, Industry Engagement (Health) on (07) 3138 9430; or for further information about working at QUT contact Human Resources on (07) 3138 5000.

Candidates who are interested in the position are encouraged to apply even though they may feel they are not strong on individual selection criteria.

In assessing merit, the panel will take into consideration "performance or achievement relative to opportunity". We recognise that many staff today have a range of personal circumstances, and career histories that challenge traditional ideas of an academic staff member. This may mean, for example, prioritising the quality of achievement rather than the quantity, as considerations of part-time employment, career interruptions and significant periods of leave are taken into account when assessing performance or achievement.

How to Apply

For further information and to apply, please visit www.qut.edu.au/jobs for reference number **21157 c).**

When applying for this position please include:

- an initial vision/key priorities statement for the role (max: 1 page);
- an application demonstrating your suitability for the position in line with the key selection criteria (max: 2 pages);
- a summary CV including your key achievements relating to industry engagement in this type of environment. (max: 3 pages).

Applications close 14 March 2021