Director, Industry Engagement (Science & Engineering)

INTERNATIONAL & BUSINESS DEVELOPMENT PORTFOLIO
CHANCELLERY DIVISION



the university for the real world®

About QUT

QUT is a major Australian university with a global reputation and a 'real world' focus. Our courses equip our students and graduates with the skills and mindset they need to realise their full potential in a rapidly changing world.

With more than 50,000 students across two inner-city campuses in Brisbane, QUT offers academic programs in fields spanning business, creative industries, education, engineering, health, law, science and social justice across five faculties.

We are transforming the learning experience—embedding work integrated learning and focusing on developing entrepreneurial skills. We offer executive education and professional development through QUTeX, flexible learning through QUT Online and pathways into our undergraduate programs through QUT College.

With a history of access, innovation and inspiration, QUT has maintained a strong ethos of being the university for the real world. Our students experience award-winning teaching, high levels of satisfaction and excellent graduate employment outcomes.

We are an ambitious institution, with strong research programs which connect with fundamental enquiry into societal outcomes.

QUT is well known for our strong links to industry and government, and our interdisciplinary teams create high-impact research in areas as diverse as climate change mitigation, digital media, materials science and biomedical innovation.

Our Vision

With a commitment to enhancing the staff and student experience and doubling Indigenous enrolments over the next five years, *Connections*– the QUT Strategy 2023 to 2027 – is a bold plan to transform the learning experience.

Our strategy establishes QUT as 'the university for the real world', and charts our provision of transformative education, student experiences, and research that is relevant to our communities.

The strategy connects aspiration to opportunity for our students and staff, it expands pathways for our Indigenous Australian students, and it builds supportive research environments.

QUT will also develop a curriculum transformation approach that responds to demand from students to support their journey from high school to graduation and beyond and reinforces the value of professional connections within the curriculum.

QUT Values and Priorities

Aligned to and supporting our vision are the QUT Values:

- Ambition
- Curiosity
- Inclusiveness
- Innovation
- Integrity
- Academic Freedom

Underpinned by our Priorities:

- Creativity and entrepreneurship
- Health and wellbeing
- Inclusion and social justice
- Recognising and fostering Indigenous Australian excellence
- Sustainability and the environment

About the Chancellery Division

Chancellery Division is responsible for strategy including Indigenous Australian strategy; policy; international and business development; Engagement Portfolio, including marketing and student recruitment, alumni and government relations and communication. The financial, legal, assurance and audit functions also sit within the Chancellery Division. The Chancellery Division is led by the Vice-Chancellor.

About the International and Business Development Portfolio

The International and Business Development Portfolio leads the university's international outreach, industry engagement and philanthropic fundraising. Led by the Deputy Vice-Chancellor International and Vice-President Business Development, the following areas fall within the Portfolio's responsibility:

- Office of the Deputy Vice-Chancellor International and Vice-President (Business Development);
- Industry Engagement;
- Advancement; and
- International.

About the Position

This position will lead QUT's science and engineering industry engagement to deliver on goals and KPIs.

This position reports to the Executive Director, Industry Engagement for supervision, workload management, career planning and performance expectations.

The Office of Industry Engagement is seeking an outstanding business development professional with a strong track record of converting relationships into significant research funding and investment leading to real-world impact. The role provides leadership and supervision of a team of research commercialisation professionals to build collaborative relationships with internal stakeholders across the university. This high-performing team focuses on a range of private and public sectors to grow QUT's research capacity in science and engineering, facilitate knowledge transfer to industry, and to commercialise science and engineering technologies.

Key responsibilities include:

- Lead the science and engineering research industry engagement and commercialisation strategy through the identification and establishment of partnering and knowledge transfer opportunities with Australian and international industry, government and peak bodies to create university and partner value. This would include leading the negotiation and formalisation of research and licensing agreements, and the establishment of University spinout companies and providing input, when required to research agreements managed by Office of Research Services.
- Lead a high-performing and experienced industry engagement team that works 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.
- Ensure highly effective stewardship from initial enquiry through to formal engagement by working effectively with the Office of Research Services to transition the opportunity to a formalised contractual arrangement and post-contractual relationship management support.
- 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.
- Establish, manage and maintain relationships with significant strategic partners to ensure a high level of satisfaction and long-term engagement.
- Assist in the delivery of education programs to evolve QUT's science and engineering business development and knowledge transfer culture.
- 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

This appointment will be offered on a fixed-term, full-time basis for a period of five (5) years.

Location

Gardens Point campus.

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 management of a high performing industry engagement team that

has established partnerships leading to significant funding and knowledge transfer of university intellectual property.
4. Outstanding communication and interpersonal skills to effective influence and work collaboratively with a wide range of stakeholders.

Remuneration and Benefits

An attractive remuneration package will be negotiated with the successful applicant.

At QUT, we believe that a fulfilling career goes beyond personal and professional development. We are pleased to offer real and generous benefits that include, but are not limited to:

- A healthy work-life balance.
- Competitive remuneration with up to 17% superannuation.
- Generous parental leave including primary carer parental leave of up to 26 weeks (including 17% super).
- Fitness passport and discounted rates on private health insurance.
- Purchased Leave Scheme - up to 8 extra weeks.
- Salary Packaging Scheme
- Comprehensive professional development opportunities, including leadership programs and study assistance.
- Commitment to our Indigenous Australian staff through initiatives such as the Indigenous Australian Staff Network, Cultural and Ceremonial Leave, Staff Development Workshops and representation on university committees.
- We see diversity and inclusion as our strength.

Explore more benefits on our website.

In relation to this position, the University supports flexible working, including working from a non-QUT location for part of the working week. Successful applicants are encouraged to discuss opportunities to adopt a hybrid work arrangement with their Supervisor.

Information for applicants

The position is open to applicants who have unrestricted work rights in Australia for the duration of the fixed-term appointment. 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.

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 a 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.

Belong at QUT

We are guided by our values of Ambition, Curiosity, Integrity, Inclusiveness, Innovation, and Academic Freedom and our QUT Connections in our mission to inspire and shape the next generation of change-makers.

As part of our commitment to fostering an inclusive workplace, we proudly support our Indigenous Australians Employment Strategy, aiming for an Indigenous Australian workforce participation of 3.6%. We extend a warm invitation to Aboriginal Australians and Torres Strait Islander people to join us in pursuing rewarding careers at QUT.

We believe that diversity is our strength and are dedicated to creating safe, inclusive spaces where everyone can thrive. We strongly encourage individuals from diverse cultures, ages, linguistic backgrounds, sexual orientations, and gender identities, and those who are living with disabilities to apply for positions at QUT.

At QUT, diversity is not just embraced—it's celebrated. See our commitment

How to Apply

For further information about the position, please contact Dr Erin Rayment, Executive Director, Industry Engagement on (07) 3138 1989 or email: e.rayment@qut.edu.au; or for further information about working at QUT contact Human Resources on (07) 3138 5000.

For further information and to apply, please visit www.qut.edu.au/careers for reference number **24807**.

When applying for this position your application must include the following:

- A current resume
- A written response to the selection criteria

Applications close 25 November 2024