



POSITION DESCRIPTION

Position Title:	Industry Partnerships Advisor, Health and Medicine
Classification:	HEW Level 8
Establishment No.:	7012051
Reporting to Title & Position No.:	Manager, Industry Innovation & Partnerships (7011696)
School/Office:	Enterprise
Division:	Research, Enterprise and International

Context

Western Sydney University is a modern, forward-thinking, research-led university, located at the heart of Australia's fastest-growing and economically significant region, Western Sydney. Boasting 11 campuses – many in Western Sydney CBD locations – and more than 200,000 alumni, 49,500 students and 3,500 staff, the University has 14 Schools with an array of well-designed programs and degrees carefully structured to meet the demands of future industry.

The University is ranked in the top two per cent of universities worldwide, and as a research leader, over 85 per cent of the University's assessed research is rated at 'World Standard' or above.

The University's strategic plan, Sustaining Success: 2021-2026, articulates the University's values and commitments of being or providing:

- Excellence guided by the principles of sustainability, equity, transformation and connectedness.

The University's clear mission is to create thriving communities by producing successful graduates and impactful research.

The mission is driven by four strong values:

1. Boldness
2. Integrity
3. Fairness
4. Excellence.

Within the Research, Enterprise and International Division, the Enterprise unit is a critical bridge between the University's research and innovation capacity and the University's industry, government and community partners.



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Position Purpose

The Industry Partnerships Advisor, Health and Medicine develops the opportunities and strategies that are required to initiate research, nurture research growth and ultimately translate community health, clinical and scientific research and innovation into to real-world impact through new products, services or practices. A challenging journey from “bench-to-bedside”, from the earliest research to established use in practice, requires fostering and maintaining relationships across a broad range of stakeholders, including:

- Researchers and professionals internal to WSU and affiliated entities
- Industry (start-ups, SMEs, corporate, industry bodies)
- NGOs (Not-for-profit and voluntary organisations, charities, advocating bodies)
- Governments (Local, State, Federal) and their agencies and affiliated entities

The Industry Partnerships Advisor, Health and Medicine holds responsibility for building and monitoring a portfolio of external relationships and pipeline of funding opportunities, as well as securing new funding that is aligned to our research, science, innovation and impact goals. The Industry Partnership Advisor, Health and Medicine works with clients and internal and external stakeholders to identify strategic development opportunities, initiate early research, nurture activities to more mature stages and, ultimately, facilitate engagement and translation including primary responsibility for non-clinical and non-scientific matters pertinent to successful engagement.

The position supports and guides researchers across multiple schools and research institutes:

- School of Medicine
- School of Nursing and Midwifery
- School of Health Sciences
- Translational Health Research Institute
- MARCS Institute for Brain, Behaviour and Development
- NICM Health Research Institute
- Transforming early Education and Child Health (TeEACH) research centre

As such, while the Enterprise unit is based at Parramatta South, it is expected that the incumbent will regularly attend Westmead, Liverpool, Campbelltown and other Western Sydney health precincts. Post-pandemic, interstate travel may be required.

Dimensions

Number of direct reports: This position has no supervisory responsibility

Titles of direct reports: N/A

Number of indirect reports: There are no indirect reports to this position



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Major Responsibilities	Accountabilities
<p>1. Develop a portfolio of partnerships aligned to WSU Health & Medical Strategy, and assist researchers and respective affiliated entities to align their respective research program strategy and plans, with multiple touch points within the WSU, under the strategic guidance of the Manager, Industrial Innovation and Partnerships and broader Enterprise Team.</p>	<ul style="list-style-type: none"> • Strategy for growth is developed and implemented and internal effort and resources are aligned appropriately. • University Health and Medical capabilities are promoted to relevant partners ensuring stakeholder engagement and satisfaction with services. • External feedback is provided to WSU entities as input into their strategy.
<p>2. Working with the Enterprise Team, maintain an opportunity pipeline and workflow system to ensure accurate forecasting and visibility of opportunities across the WSU Health & Medical activities. Ensure that engagement and projects are conducted in financially sustainable manner.</p>	<ul style="list-style-type: none"> • Regular reporting against portfolio objectives show Health and Medical research portfolio growth meet research, educational and financial targets. • Portfolio objectives may include: <ul style="list-style-type: none"> ○ Individual contracts, short-to-medium term, as a first step towards more substantial engagement. ○ Strategic partnerships with multiple points of engagements across diverse fields of activities. ○ Short-to-medium limit multiparty efforts (e.g. ARC ITTC, ARC ITRP, CRC-P) ○ Medium-to-long multiparty collaborative efforts (e.g. CRC, MRFF, CoE)
<p>3. Develop and apply knowledge of WSU strategies, policies, processes, systems and tools relevant to external engagement, including operational planning, commercial governance mechanisms and pipeline management, particularly with relevance to commercial outcomes.</p>	<ul style="list-style-type: none"> • Relevant University policies, including in relation to Intellectual Property and Commercial Activities, are applied appropriately and risks effectively managed. • Consistent and correct interpretation of University operational and compliance requirements is provided. Appreciation for the same attributes at partners' side is demonstrated. Successfully negotiate discrepancies between respective internal requirements.



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<p>4. Develop and apply a broad knowledge of the subject matter domains and a strong working knowledge of specific science and industry sectors relevant to the WSU Health & Medical focus, incorporating commercial principles, negotiation, markets, business and technology trends and relevant issues. Commercial considerations may vary depending on the nature of engagement and partners.</p>	<ul style="list-style-type: none"> Continuously acquire and disseminate knowledge about trends in Health and Medicine relevant to the University activities, including engagement with key government, industry and community representative groups. Accurate costings and advice on other non-scientific matters (e.g. risks) are provided in a timely manner.
<p>5. Contribute to and mentor researchers, clinicians, auxiliary health workers in basic principles of external engagement, to increase institutional and individual capacity.</p>	<ul style="list-style-type: none"> Training and advice are provided to academic colleagues with varying levels of experience. Successful engagement of academic researchers to effectively advance partnerships in a financially responsible manner.
<p>6. Work within WSU and with clients to maximise and broaden value of relationships and translational activities.</p>	<ul style="list-style-type: none"> Leadership is demonstrated in exploring other valuable relationships with the existing partners, particularly in fields outside interest of researchers involved in the original and or existing projects.
<p>7. Represent the University on appropriate external regional, industry and business organisations committees/groups as requested.</p>	<ul style="list-style-type: none"> University Health and Medical capabilities are promoted to relevant partners ensuring stakeholder engagement and satisfaction with services.

<p>Work Health & Safety Requirements</p>	<p>All staff are required to:</p> <ul style="list-style-type: none"> Take reasonable care for their own health & safety Take reasonable care for the health and safety of others including the implementation of risk control measures within their control Comply with all reasonable instruction by the university Participate in activities and programs designed to improve health and safety Report potential hazards and incidents in the workplace Notify their supervisor of any injuries or illness that occurs in their workplace
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University Expectations

All staff are expected to:

- Contribute to the efficient and effective functioning of their team or work unit in order to meet University objectives. This includes demonstrating appropriate and professional workplace behaviours in accordance with the Code of Conduct, providing assistance to team members if required and undertaking other key responsibilities or activities as directed by one's supervisors
- Participate in the cyclical Career Planning Development Process, which includes an annual review of their performance against agreed operational and performance objectives set in MyCareer Online
- Perform their responsibilities in a manner which reflects and responds to continuous improvement
- Read, understand and comply with all University policies and procedures;
- Undertake risk management and actively support and participate in the risk management processes adopted by the University which include identifying, analysing and evaluating risk that may impact on the University
- Work at and travel between other University campuses from time to time as may be required during the course of employment
- Complete all mandatory training modules within the first six weeks of commencement with the University. Your supervisor will check to ensure compliance with this mandatory requirement
- Demonstrate understanding of the principles of anti-discrimination, staff and student equity, work health and safety and other relevant legislation, and show the willingness and capacity to implement equal employment opportunity and work health and safety plans, policies and programs.

Key Relationships to Position	Purpose of Relationship
Internal	
<ul style="list-style-type: none"> • Manager, Industry Innovation & Partnerships • Senior Manager, Strategic Partnerships & Growth 	<ul style="list-style-type: none"> • To take work direction and guidance on the nature of the directive.
<ul style="list-style-type: none"> • Staff within the Business Services, Enterprise • Staff within Research Services, particularly grants development team • Director, Innovation & Entrepreneurship • Staff within the Office of the DVC REI 	<ul style="list-style-type: none"> • To share information, consult, motivate, counsel, train/develop, co-ordinate, provide or seek advice, provide support services etc.
<ul style="list-style-type: none"> • Office of Finance and Office of General Counsel 	<ul style="list-style-type: none"> • Exchange of information, problem solving, and process improvement



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Key Relationships to Position	Purpose of Relationship
<ul style="list-style-type: none"> School and Institutes, particularly Research Directors and other relevant executive Office of Advancement and Alumni Launchpad 	
External	
<ul style="list-style-type: none"> Strategic and commercial partners including international Private companies Community groups 	<ul style="list-style-type: none"> Establishment of partnerships through research and consultancy activities and maintain good ongoing relationships.
<ul style="list-style-type: none"> Industry and Community Associations Government agencies (federal and state) 	<ul style="list-style-type: none"> Advice on contract research, consulting, and commercial projects
<ul style="list-style-type: none"> Research organisations 	<ul style="list-style-type: none"> Promote research expertise within the portfolio to external audiences

Key Challenges of the Position:

- Identifying, assessing and securing opportunities of genuine value and acceptable risk to the University
- Formalising partnerships and relationships with external organisations ensuring value (financial and non-financial) to the University
- Promotion of profile and expertise of University health and medicine related research
- Management of complex stakeholder relationships essential to the business
- Prioritising business opportunities to support successful scale-up of the portfolio and the appropriate balance between short-term and long-term revenue generation
- Providing a professional service to internal and external clients in a dynamic, demanding environment
- Working in a team environment that allows a high degree of autonomy.

Delegations Exercised	Recommendations Expected
<ul style="list-style-type: none"> This position has Category 2 delegations in accordance with the University's Delegations of Authority Policy 	<ul style="list-style-type: none"> Considered and informed recommendations to the Manager, Industrial Innovation and Partnerships, to facilitate efficient decision making across a range of activities



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Mandatory Training Requirements

- WHS Online Modules: 1, 2,3 & 4
- Equal Opportunity Modules
- Privacy Management Online Modules
- Orientation Online Modules
- University Orientation Day (for new starters)
- Cyber Security at Western Sydney University
- Reducing the Transmission of Covid-19 at Work
- TRIM

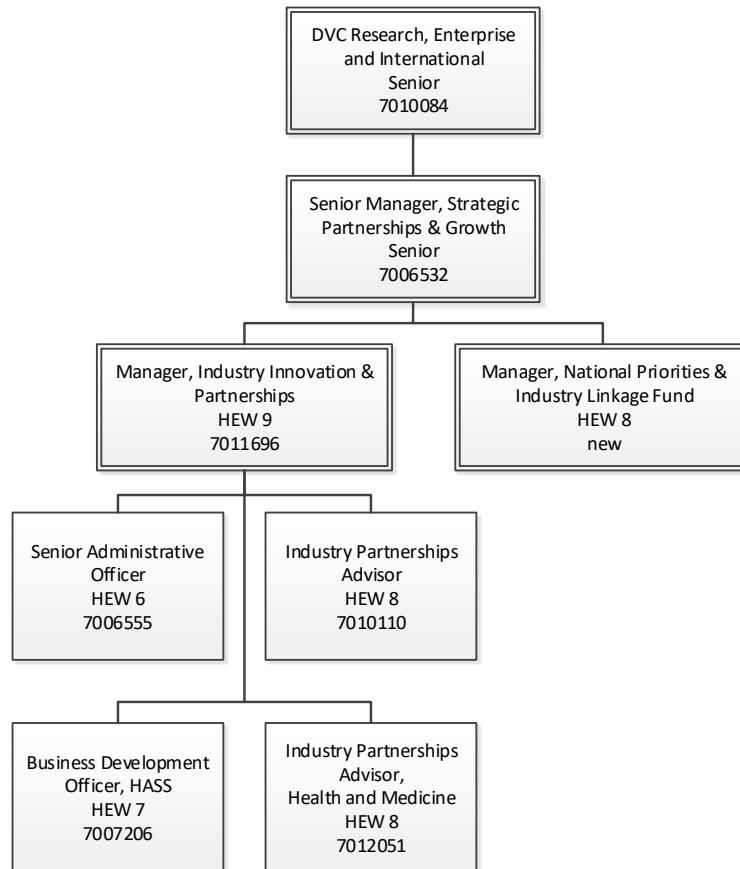
Selection Criteria

1. Relevant tertiary qualifications in one of the following: medicine, health, science, engineering, business (or other relevant area); and extensive experience in Partnership / Business / Commercial / Strategy Development in at least one of the areas of: medicine/health/auxiliary health/health-related technology/science sector; and experience in clinical trials and/or working with or within a Local Health District or similar public health setting.
2. Excellent written and oral communication skills, evidenced by high-level reporting, presentation and negotiation abilities, and the capacity to identify and influence critical stakeholders to gain support for new or cutting-edge proposals/ideas.
3. Proven experience in the development of partnerships that have led to new research opportunities or routes to market for new technologies/practices by way of licensing, joint venture or start up.
4. Proven ability to maintain a portfolio of partnerships aligned to organisational strategy and plans, with multiple touch points within the organisation.
5. Demonstrated understanding of partnership principles, particularly involving commercial aspects, solution development, negotiation, markets, business and technology trends, pricing, technology commercialization, intellectual property management and issues relevant to the research and development sector.
6. Demonstrated experience to build and maintain strong professional and collaborative working relationships across a range of disciplines at all levels of the organisation and externally, proactively seek and influence multiple key stakeholders, within a complex and ambiguous environment, to achieve a successful outcome (research, educational, financial).



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Organisational Chart



Position description approved by: Chris Youness, ED, People and Success

Date position description approved: 1 7 0 8 2 1

Position description last reviewed by:

Date position description last reviewed: / /