

Pipeline Development Manager

Classification: Level 9.1 (\$142, 719 + super + salary packaging)

Contract type: Ongoing

Time fraction: Full-time

Location: 85 Commercial Road, Melbourne, Boonwurrung Land, Victoria, Australia

Reports to: Head of Pipeline Development

Working Group: Commercialisation and Research Translation

Discipline: Professional Services

Direct reports: None

Last updated: Aug 2026

Position snapshot

The Pipeline Development Manager plays a key role in advancing Burnet's research translation agenda by managing a portfolio of projects and initiatives that support the progression of research towards impact. Working closely with researchers, partners and internal stakeholders, the role helps identify translation opportunities, develop pathways to implementation, secure resources and coordinate project delivery. The position contributes strategic and operational expertise to ensure promising innovations are effectively positioned for adoption, scale and real-world impact.

Key responsibilities

- Support identification and assessment of research, technology, and IP with commercial potential
- Work with researchers to develop credible commercial propositions and translation pathways
- Conduct market discovery, customer validation, and industry research for early stage technologies.
- Support IP readiness activities, including disclosure tracking, inventor confirmations, and document collection
- Develop business cases, opportunity assessments, and readiness checklists.
- Manage a sub-pipeline of early-stage opportunities and support prioritisation.
- Collaborate with internal stakeholders, including faculties, institutes, and innovation functions.
- Support the Head of Pipeline Development in determining whether an opportunity is best suited to Partnerships or Ventures.
- Provide guidance and coordination support to the Research Translation Associate.
- Contribute to researcher training, workshops, and internal capability-building activities.

Training

- Responsible for completing all required training in line with the position / role

Key selection criteria

Qualifications / experience / knowledge / attributes

1. **Criteria 1** essential
Tertiary qualification in a relevant discipline
2. **Criteria 2** essential
Demonstrated experience in research translation, innovation, or commercialisation.
3. **Criteria 3** essential
Ability to assess early-stage ideas, including market potential, IP readiness, and commercialisation pathways
4. **Criteria 4** essential
Experience working with researchers in a university, research, or research-intensive environment.
5. **Criteria 5** essential
Strong communication, organisation, stakeholder engagement, and collaborative working skills.
6. **Criteria 6** essential
Ability to work collaboratively in a team environment.
7. **Criteria 7** preferred
Experience in deep tech, digital health, or other research-intensive domains, including familiarity with university commercialisation governance and approval processes.
8. **Criteria 8** Preferred
Experience developing business cases, customer validation activities, or translation plans.

About Burnet Institute

Burnet Institute is one of Australia's leading medical research and public health institutes.

We believe all people should have access to medical research and health programs, no matter who they are or where they live.

Since our beginnings at the Fairfield Hospital in 1986, we've developed our expertise in life sciences, public health and international development to drive better health outcomes for communities near and far.

Today, we're working for a future where diseases are eliminated, where mothers and children are thriving, where the world is better prepared for health challenges, and where people are supported to reduce harms to their health.

Learn more about [our strategy for greater impact in a rapidly changing world](#).

View our [health themes](#), [core programs](#) and [flagship initiatives](#).

Our vision

A more equitable world through better health.

Our purpose

To create and translate knowledge into better health, so no-one is left behind.

Our values

Respect, equality, inclusiveness, diversity.

Where we work

Burnet has offices in Papua New Guinea, Myanmar and Vanuatu, and also contributes to research and public health programs in many other countries across Asia, the Pacific, Africa, Europe, and North America.

Australian Institute for Infectious Disease (AIID)

The AIID aims to protect Australia and the wider Asia-Pacific region against major global health issues and pandemics. Its formation maximises the strength of partners and provides enhanced capabilities across research and its translation, public health, and education. The AIID is a collaborative initiative of foundation partners Burnet Institute, the Doherty Institute and The University of Melbourne, with funding from the Victorian Government.

Occupational health and safety

Burnet has a commitment to providing a safe and healthy workplace in accordance with the Occupational Health and Safety Act 2004. All staff are obliged to take all reasonable care to ensure that their actions do not place themselves or others at risk and to adhere to relevant policies, procedures and safe work practices thereby contributing to a safe, healthy and respectful workplace for all employees, contractors and visitors

Other requirements

Burnet is a child safe organisation. The incumbent of this position will be required to undergo a Police Check and possibly a Working with Children Check as a condition of employment. The types of contact with children can be viewed [here](#). This position involves the following contact with children (any individual aged under 18 years):

Contact type: working with children / indirect contact with children