

Job Description	
<b>JOB TITLE</b>	Business Development Manager – Australian Stroke and Heart Research Accelerator
<b>CAREER STEP</b>	Professional/Specialist (4) or Expert (5)
<b>REPORTING RELATIONSHIP</b>	Director of Innovation and Enterprise at the George Institute for Global Health and the Executive Director of The Victor Chang Cardiac Research Institute
<b>DIVISION</b>	Genovate
<b>EMPLOYMENT DURATION</b>	Up to 4 years
<b>TYPE OF EMPLOYMENT</b>	0.6 to 1.0 FTE negotiable
<b>DATE</b>	March 2022

### **The Australian Stroke and Heart Research Accelerator**

The Australian Stroke and Heart Research Accelerator (ASHRA) seeks to transform Australia's global competitiveness in heart disease and stroke research. Too often, Australian researchers lead the world with their discoveries, but they fall short in translating these findings into treatments and policies. ASHRA will address this gap by bringing together researchers from across the country and making deep and sustainable new connections with business leaders and industry investors. These collaborations will drive greater investment in research, accelerate the translation of research ideas into clinical products, and will deliver nationwide social, economic and health gains. The founding academic partners in ASHRA are UNSW Sydney, The George Institute for Global Health, The Victor Chang Cardiac Research Institute, Monash University and The University of Sydney, in partnership with The University of Melbourne, the Australian National University, The university of Western Australia and the Menzies School of Health Research in Darwin. Business development activities will be led from The George Institute for Global Health and The Victor Chang Cardiac Research Institute.

**The George Institute for Global Health** - We are a medical research institute affiliated with leading universities aiming to challenge the status quo in health care. With 700+ people around the world, and projects in over 40 countries, our Strategy 2025 is all about impact – specifically, the impact of The George Institute's activities on the health of millions of people, particularly those living in disadvantaged circumstances around the world. Genovate is the Institute's social entrepreneurship and innovation initiative charged with developing innovative commercial enterprises to help maximise our impact. The goal of Genovate is to increase the number of "profit-with-purpose" businesses established using George Institute know-how and Intellectual Property. It is building the institutional capacity establish businesses, generate health impact, and deliver competitive financial returns. The George Institute and Genovate work with partners across the state, throughout Australia and around the world.

**The Victor Chang Cardiac Research Institute** - The Victor Chang Cardiac Research Institute is Australia's home of heart research, dedicated to finding cures for cardiovascular disease. Renowned for the quality of its scientific breakthroughs, the team at the Institute is working urgently across 21 laboratories to help solve the unsolved and prevent heartbreak happening to you. At the heart research headquarters in Sydney and with a rapidly growing node of the Institute in Perth, scientists rapidly translate discoveries into new diagnostics, preventions, and treatments for cardiovascular disease – reducing the incidence, severity and impact of heart disease. In 2019 The Victor Chang Cardiac Research Institute established the Innovation Centre, comprised of seven cutting-edge Facilities featuring new technology platforms with a focus on high-throughput systems, and world-class expertise. The Innovation Centre



works with academic and commercial partners, to facilitate the development and screening of improved treatments for cardiovascular, vascular, and other diseases.

### **The Role**

The Business Development Manager for ASHRA will be responsible for delivering ASHRA activities related to the commercialisation of cardiovascular research done within the Centre, as well as implementing a strategy for financial and operational sustainability of ASHRA beyond the initial 4-year period. The Business Development Manager will support commercialisation and Centre sustainability objectives across all ASHRA members and partnering organisations around the country and will work across academic, commercial and government organisations.

### **Reporting Relationships**

The Business Development Manager will be employed by The George institute for Global Health in Sydney and will operate from within the Genovate team. The Business Development Manager will report primarily to the Director of Innovation and Enterprise in Genovate with a substantive secondary reporting line to the Executive Director of the Victor Chang Cardiac Research Institute, who is the Chair of the ASHRA Research Committee. The Business Development Manager will also have a position on the ASHRA Operations Team which will deliver the ASHRA objectives. The ASHRA Operations Team (General Manager, Business Development Manager, Education and Training Manager, Site Operation Managers) will be small and agile, and will be responsible for day-to-day running of the Centre, and delivery of research, education, and training activities.

### **Key Responsibilities**

#### *For commercialisation objectives*

- Develop and implement a strategy for achieving significant commercialisation outcomes for ASHRA
- Define ASHRA's commercialisation proposition in the context of the current market such that the value add is clear
- Establish relationships with diverse potential commercialisation partners for ASHRA projects including the pharmaceutical, med-tech and biotech industries, venture capital investors, state and federal government commercialisation funds and philanthropy as appropriate
- Identify, advance, and pursue commercialisation opportunities with individual project leads and for the centre according to opportunity
- Build a reputation for ASHRA such that it becomes the destination of choice for Australian cardiovascular researchers seeking advice about the commercialisation of their research
- Work closely with the teams at The George Institute and Victor Chang Cardiac Research Institute to leverage their commercialisation expertise and connections
- Likewise, build strong functional relationships with all ASHRA partners around Australia to maximise commercialisation opportunities

#### *For long-term sustainability*

- Develop and implement a strategy that will support the long-terms sustainability of ASHRA beyond the initial 4-year period
- Build and maintain strong relationships with the ASHRA team and the leaders of the ASHRA projects
- Work closely with the Education and Training Manager to integrate capacity building for commercialisation within the education and training agenda implemented by ASHRA
- Collaborate with communications and marketing teams to promote ASHRA commercialisation activities nationwide



### *General*

- Support the ASHRA leadership team in defining and delivering overall Centre objectives
- Work closely with the ASHRA General Manager and the broader ASHRA Operations Team to ensure cohesion and alignment of activities across the Centre, including the collation and reporting of metrics against ASHRA KPIs
- Present to executive level audiences internally and externally
- Participate in special projects to improve processes, tools, systems, and organisation
- Take responsibility for personal learning and development, set achievable and meaningful work objectives, manage personal targets, and meet obligations of The George Institute's Performance Management and Development Policy
- Demonstrate commitment to The George Institute's organisational values, including performing to an exceptionally high ethical standard with a focus on integrity, collaboration, and teamwork
- Comply with Work Health and Safety legislation and operate in accordance with established Occupational Health and Safety practice and procedures
- Promote and contribute to a safe, secure environment for staff and visitors.

### **Skills, Knowledge and Experience**

- Degree or higher degree in a health, business, or other relevant discipline
- Proven ability to identify commercialisation opportunities and translate them into business outcomes
- In-depth understanding of the health and medical research sector in Australia including academia, industry, and government
- Experience working in an academic environment
- Excellent interpersonal, negotiation and influencing abilities
- Exceptional communication and presentation skills
- Demonstrated success in preparing funding proposals and commercialisation pitches
- Ability to balance competing and conflicting priorities and to work in a high-pressure environment
- Attention to detail, focus on quality and ability to keep projects moving forward
- Proven ability to work in a collaborative environment, leveraging the expertise of a broad group to deliver outcomes
- Project management skills, including the ability to plan, prioritise, research, implement, monitor and evaluate.