



POSITION DESCRIPTION

Position Title:	Group Product Manager Nuclear Medicine Export Markets
Cluster / Business Unit / Division	Commercial Products and Services
Section or Unit:	ANSTO Businesses
Classification:	Band 8
Job Family:	Service Delivery
Position Description Number:	PD-2205
Work Contract Type:	Professional
STEMM/NON-STEMM:	NON-STEMM

POSITION PURPOSE

The purpose of the Group Product Manager Nuclear Medicine Export Markets is to provide customer service and work strategically with the Director ANSTO Businesses in developing strategic plans around customer-based activities to grow ANSTO's nuclear medicine export business, developing a detailed analysis, and understanding of the customer and market environment Nuclear Medicine Products operates within. The Group Product Manager Nuclear Medicine Export Markets needs to be able to use self-leadership to positively influence other potential commercial roles e.g., marketing and sales staff, customer service staff, and support senior management in the development of business opportunities. To maximise commercial growth and predictability and reliability of supply of product to business customers. The Group Product Manager Nuclear Medicine Export Markets needs to ensure all potential market opportunities and customer needs are well understood for Nuclear Medicine Products to grow commercial revenue and deliver excellent outcomes through realisation of those opportunities.

ORGANISATIONAL ENVIRONMENT

ANSTO leverages great science to deliver big outcomes. We partner with scientists and engineers and apply new technologies to provide real-world benefits. Our work improves human health, saves lives, builds our industries and protects the environment. ANSTO is the home of Australia's most significant landmark and national infrastructure for research. Thousands of scientists from industry and academia benefit from gaining access to state-of-the-art instruments every year.

Commercial Products and Services includes several commercial businesses including the Nuclear Medicine businesses Health Products and ANSTO Nuclear Medicine (ANM), Minerals, Silicon Irradiation and Radiation Services. The focus of this division is on the management of ANSTO's established businesses. The division generates revenue for ANSTO from the sale of products and services and has a strong quality focus on meeting customer needs with timely and value-added products and services. Commercial Products and Services identifies and implements continuous improvement activities with the objective of simplifying the end-to-end supply chain to deliver ongoing value to both internal and external customers.

ACCOUNTABILITIES & RESPONSIBILITIES

Key Accountabilities

Personal Leadership

- Drive positive revenue and market share expansion for all products within the Nuclear Medicine Portfolio in Export markets through contract negotiation and by building positive business relations.
- Actively participate, lead, and manage key projects to deliver product enhancements (line extensions, new formulations, forms, and delivery mechanisms) on time and within agreed project parameters

- Understanding and monitoring the market movements regularly and in a timely manner to inform the strategic direction and identify potential risks and opportunities providing customer service and ongoing support

Voice of the Customer

- Champion a customer centred culture through leveraging best practice, quality, and efficient processes.
- Forge strategic long-term business to business relationships with key customers and stakeholders and lead /direct critical negotiations required to achieve business objectives
- Lead and develop customer and market review analysis, understanding market movements and developing business concepts to proactively maximise current and future market growth and commercial opportunities from concept to realisation

Strategic

- Identify opportunities to expand revenue and share for existing products and line extensions for both local and export markets
- Provide strategic advice to the Director Global Strategic Markets around commercial viability, market analysis outcomes and potential risks and vulnerabilities
- Understand the business marketing requirements and the current and long-term growth goals for Commercial Products and Services
- Develop strategies and plans, aligned to the overall long term Nuclear Medicine Products Strategy including developing market growth forecast to drive input into the short - medium- and long-term Mo-99, Lu-177 (for export), In Irradiated Products, OncoSil and Oncobeta forecasting
- Review forecasting recommendations, model our risk appetite for all opportunities identified and develop alternative scenarios depending on mitigation and risk approach
- Develop, build, and set up sales and marketing models to assess future profitability of identified opportunities which increase and maximise customer sales for Commercial Products and Services
- Lead the analysis and provide advice in relation to pricing for sales contracts and identify efficiencies to ensure contracts remain financially viable and delivered within budget

Compliance and Reporting

- Management and oversight of board papers, corporate governance and statutory requirements required by a commercial entity
- Represent Nuclear Medicine Products and Irradiated Services in the Integrated Business Planning process

Other

- Undertake additional duties as required and during periods of leave of other staff

Decision Making

- Ensure all activities comply with safety, quality and other regulatory requirements
- Establish strategic plans and KPIs for ensuring Nuclear medicine meet their business objectives.
- Ensure all contracts meet regulatory and commercial requirements
- Contribute strongly to the strategy, business development and financial forecasting activities of Nuclear Medicine Products
- Deliver through commercial acumen market strategies that ensure the sustainability and growth of the Nuclear Medicine Products business
- Development of new pricing strategy process for future growth
- Represent Commercial Products and Services in the Integrated Business Planning process and highlight impacts from this process to the business
- Support other relevant management roles to demonstrate their leadership as it applies to their areas of responsibility
- Ensure compliance is maintained for all commercial policies, procedures, and systems, including analysis of legislation.

- The levels of authority delegated to this position are those approved and issued by the Chief Executive Officer. All delegations will be in line with the ANSTO Delegation Manual AS-1682 (as amended or replaced).

Key Challenges

- Ability to understand the market, ability to respond rapidly to a changing market and foresight to plan for these in a methodical manner
- Maintain and build and leverage stakeholder relationship internal and external to ANSTO to achieve commercial business to business objectives
- Establishment and management of contracts for the new and existing customers
- Support business development activities that lead to growth
- Ability to rapidly understand at a high level the technical complexities of the of the production methods
- Navigate the effect of multiple regulatory constraints
- Understand and support those who can overcome the restraints and changes to carrying of radioactive material by airfreight and road.

KEY RELATIONSHIPS

Who	Purpose
Internal	
Director ANSTO Businesses	<ul style="list-style-type: none"> • Receive advice and report on progress towards business objectives and discuss future directions • Provide expert advice and contribute to decision making, • Support business management and development • Identify emerging issues/risks and their implications and propose solutions
Work area team members	<ul style="list-style-type: none"> • Provide expert advice and analysis on a full range of matters • Contribute to group decision making processes, planning, and revenue positive goals • Collaborate and share accountability, • Negotiate and resolve conflicts • Work closely with and provide support to ongoing Projects
Direct Reports	<ul style="list-style-type: none"> • Nil
Internal Stakeholders	<ul style="list-style-type: none"> • ANSTO Service Providers • Manager Production ANM and Health Products • Demand Planning Team • Government and International Affairs • Group Executive Commercial Products and Services • OPAL Utilisation and Planning Manager
External	
Customers and actions	<ul style="list-style-type: none"> • NTP its end user customers, Irradiation service customers • Monitor KPIS and Service Level Agreements (SLA)'s
Suppliers and actions	<ul style="list-style-type: none"> • Radiopharmaceutical International Suppliers • Monitor KPIS and Service Level Agreements (SLA)'s

POSITION DIMENSIONS

Staff Data	
Reporting Line	Director ANSTO Businesses
Direct Reports	Nil

Indirect Reports	External/Internal Customers, ANSTO Wide Business Development - Opportunities Management Sales & Marketing – Opportunities & Market Analysis Customer Service – Customer Advocacy Planning & Scheduling – SOP
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Financial Data (2019-2020)	
Revenue / Grants	Approx. \$35M
Operating Budget	TBC
Staffing Budget	Nil
Capital Budget	Nil
Assets	Nil

Special / Physical Requirements	
Location:	<ul style="list-style-type: none"> Lucas Heights Working in different areas of designated site/campus as needed
Travel:	<ul style="list-style-type: none"> May be required travel to ANSTO sites from time to time Potential travel both internationally and nationally
Physical:	<ul style="list-style-type: none"> Office based physical requirements (sitting, standing, minimal manual handling, movement around office and site, extended hours working at computer) Public speaking
Radiation areas:	<ul style="list-style-type: none"> May be required to work in radiation areas under tightly regulated conditions Perform duties in an area where radioactive materials are handled under tightly controlled safety conditions Perform duties with and in an area where hazardous chemicals or materials are handled under tightly controlled safety conditions
Hours:	<ul style="list-style-type: none"> Willingness to work extended and varied hours based on operational requirements After hours work will be required on a regular basis
Clearance requirements:	<ul style="list-style-type: none"> Satisfy ANSTO Security and Medical clearance requirements Obtain and maintain appropriate federal government clearance

Workplace Nuclear Medicine & Safety	
Specific role/s as specified in AG-2362 of the ANSTO WHS Management System	All Workers Managers / Leaders / Supervisors Other specialised roles identified within the guideline a position holder may be allocated to in the course of their duties

ORGANISATIONAL CHART

On File

KNOWLEDGE, SKILLS AND EXPERIENCE

1. Degree or higher in a Business or Finance related discipline.
2. Advanced negotiation, influencing and stakeholder management abilities.
3. Extensive experience in project management.
4. Demonstrated ability to promote product and services whilst maintaining long – term relationships with business customers.
5. Experience in a sales and marketing commercial based role directly managing customers and product portfolio(s) including P&L accountability.
6. Knowledge and demonstrable implementation of customer behaviour and marketing and selling processes to leading industry standards.
7. Ability to analyse, identify and target relevant market opportunities and position the product or service offering in a way that will maximise the commercial benefit.
8. Ability to plan and implement an approach to promote ANSTO products and services.
9. Demonstrated ability to identify issues and areas for improvement through detailed analysis.
10. Extensive demonstrated commercial acumen and business understanding experience.
11. Ability to manage both internal and customer relationships and demonstrated ability to work to tight deadlines.
12. Extensive demonstrated report writing skills at a board paper level
13. Exposure and conceptual understanding of contract law and pricing
14. Advanced proficiency in Microsoft Office and working knowledge of accounting and manufacturing systems such as SAP.

VERIFICATION

Line Manager		Delegated Authority	
Name:	Jayne Senior	Name:	Oleh Nakone
Title:	Director ANSTO Businesses	Title:	Group Executive Commercial Products and Services
Signature:		Signature:	
Date:		Date:	