

POSITION DESCRIPTION

Position Title:	Commercial Technical Consultant
Cluster / Business Unit / Division	Nuclear Science and Technology
Section or Unit:	NST Industry & Stakeholder Engagement Team (NISE)
Classification:	Band 7
Job Family:	Science
Position Description Number:	PD-2036
Work Contract Type:	Research, Professional
STEMM/NON-STEMM:	STEMM

POSITION PURPOSE

The Commercial Technical Consultant is responsible for supporting business development opportunities for a cluster of Infrastructure Platforms and Research Themes within ANSTO's Nuclear Science Technology (NST) Group, and is focussed on strengthening and growing commercial outcomes across industry, academia and government.

The role is within the NST Industry and Stakeholder Engagement Team (NISE) and is responsible for identifying opportunities utilising technical knowledge of ANSTO's capability and galvanising internal support for commercial related activities with existing and new partners. The role reports to the Senior Manager on Industry and Stakeholder engagement activities in consultation with NST Leadership and is aligned with the wider ANSTO stakeholder engagement objectives.

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.

NST incorporates ANSTO's research, innovation, landmark research infrastructure and associated platforms and capabilities. NST conducts research and development in relation to nuclear science and technology and connects people, transfers knowledge and provides nuclear-based products and services for the benefit of Australia. Reporting to the Senior Manager, NST Industry and Stakeholder Engagement, the NISE team enables this mission to a wide range of industry sectors and builds key strategic relationships through the successful development and delivery of stakeholder engagement programs and activities.

A key mission of the NISE team is to enable NST's sector-based industry engagement model, with the aim to attract, sustain and grow revenue-based activities supported by the unique capabilities of NST infrastructure platforms and research themes.

ACCOUNTABILITIES & RESPONSIBILITIES

Key Accountabilities

- Develop new business models for engagement broadening NST activities and relationships, plan and implement strategies, programs, and initiatives in consultation with NST business units to effectively increase ANSTO's engagement, nationally and internationally.

- Identify priority areas across NST for revenue generating activities, quantify, capture and report NISE contributions to NST units as part of the sector based Strategic Plans and reporting on activities in line with individual Key Performance Indicators.
- Analyse business and market data to gain insight into industry trends and government policy to contribute to effective strategic planning.
- Identify, foster, facilitate, and manage relationships, multiple industry networks, engagement opportunities and communication links with government, non-government agencies, industry, and industry bodies, in collaboration with the Senior Manager, Industry and Stakeholder Engagement to raise awareness, strengthen our reputation and grow our partnerships.
- As required, participate at different points in the Value Chain such as, but not limited to; identifying new partnership opportunities, connecting NST with partners, tracking engagement activities, distilling ANSTO's capability to scope projects with potential partners, capture outcomes via case studies, and develop targeted value propositions, etc.
- Lead a range of NISE initiatives aimed at raising the profile of the NST through regular attendance at, industrial conferences, peak-body meetings, networking events and state-level government briefings and facility tours.
- Provide briefings, specialist advice and support to the Senior Manager of Industry Stakeholder Engagement, ANSTO Communications and Members of the Executive Management team to help identify gaps or areas for future opportunities and/or improvements and matters relevant to engagement, including those which may be highly complex and sensitive.
- Act as an expert resource in response to external enquiries and maintain technical and academic credibility. In conjunction with ANSTO's Communications Team, NISE Marketing and Events create high-quality and meaningful case study examples for use in stakeholder engagement activity
- Provide high quality advice to NST stakeholders regarding current and future opportunities, policies, processes, and procedures relating to commercial engagement and articulate any identified risks.
- Work with ANSTO Legal to create considered and mutually beneficial legal agreements with third parties.
- Play a leading role in building a customer first culture across ANSTO in an innovative and agile way through demonstration of the best practice for account management, effective and transparent communication, meaningful relations, and recognition of customer values
- Capture engagement through Customer Relationship Management (CRM) programs and monitor the forward pipeline and opportunities via ANSTO's business management systems.
- Undertake additional duties as required and during period of leave of other staff.

Key Challenges

- Developing awareness through education of stakeholders across industry, academic and government about ANSTO's diverse and unique capabilities, articulating the importance and relevancy of the role we play in solving real world problems.
- Developing strong relationships across NST to garner support in revenue-based activities. Protecting client confidentiality often means some contribution to the work cannot be shared
- The role contributes to the value chain but often has little ownership over the whole process. Working closely with NST Teams and Leaders ensuring roles and responsibilities are clearly articulated upfront at the commencement of the project is critical so everyone understands and is accountable for their contribution.

- Maintaining oversight over multiple projects across multiple geographic locations, reporting and supporting to the successful completion.
- mapping of internal, external and sector-based activities that are revenue generating, creating clear visibility of these relations, and supporting a consistent approach to the work.

Decision Making

- Acting as an expert resource in response to external enquiries, providing specialist advice to the Line Management, Ansto Communications and members of the Executive Management team to help identify gaps, risks, current and future opportunities including policies, processes and procedures relating to commercial engagement.
- Planning, creating, prioritising, communicating, executing, and reporting NISE engagement activities working with NST business units.
- Identification and seeking support for expansion or creation of new revenue-based opportunities with Team Leaders within NST business units.
- Guiding experimental design based on a strong understanding of client need and in consultation with NST personnel. (where appropriate)
- Identify and support external related activities such as conferences, networks and associations that will enhance ANSTO's reputation and are aligned with strategic sector-based priorities.
- 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 RELATIONSHIPS

Who	Purpose
Internal	
Senior Manager, Industry and Stakeholder Engagement	<ul style="list-style-type: none"> • Briefing on issues and opportunities and reporting on progress • Receiving guidance and direction • Providing expert and evidence based advice • Seek endorsement for strategies and opportunities that support NST revenue-based engagement activities • Recommend and gain endorsement for plans and goals. Report on individual KPI's, performance and business objectives.
NST Industry Stakeholder Engagement Team	<ul style="list-style-type: none"> • Collaborate, act with integrity and share accountability with the team. • Contribute to strategic plans, business objectives and KPI's of individual NST business units. • Contribute content to the NST Sector Based Industry Capability Directory, market collateral, website, social media, news, and staff intranet • Identify and mitigate risks
NST	<ul style="list-style-type: none"> • Collaborate and establish clear expectations to meet mutual goals relating to stakeholder and industry engagement activities. • Provide stakeholder and industry engagement advice, briefings on issues and opportunities and gain input on stakeholder relations plans and activities to support the group's strategy.
Advisory bodies and committees	<ul style="list-style-type: none"> • As required.

ANSTO Legal Team	<ul style="list-style-type: none"> • Work with ANSTO Legal to formalise engagement via NDA's, commercial agreements, MOU's and the like.
External	
Government Agencies, Universities, Research Institutes, etc.	<ul style="list-style-type: none"> • Develop and maintain strong relationships at all levels, coordinate visits, manage communication promptly in response to requests and represent the organisation professionally in industry and stakeholder engagement activities. • Utilise networks and contacts to assist NST in market development and seek opportunities to partner on projects. • Continue to strengthen these relations.
International stakeholders	<ul style="list-style-type: none"> • Support visits through hosting and introducing stakeholders across site working alongside NISE marketing and events team and relevant ANSTO business units. • Promptly respond to requests and track via ANSTO programs • Represent the organisation in relation to industry and stakeholder related activities. • Contribute to the growth of industry engagement programs across NST as evidenced by increased revenue, lead conversion, impactful case studies and industry testimonials.
Industry representatives, Networks and Associations	<ul style="list-style-type: none"> • Support and maximise partnerships within networks to increase engagement at conferences, speaking opportunities, build relevant connections and make introductions across NST. • Understand key issues and trends within relevant market sectors and develop a plan of response/engagement within NST.
Federal Agencies and Industry growth centres (advanced manufacturing, food and agribusiness and medical technologies pharmaceuticals and Defence)	<ul style="list-style-type: none"> • Creation of strategic engagement across specific sectors. • Attending updates and briefing sessions. • Understand the interdependency of government agencies with ANSTO to identify potential engagement opportunities. • Build and strengthen relations. • Identify synergies and opportunities.

POSITION DIMENSIONS

Staff Data	
Reporting Line	Reports to the Senior Manager, Industry and Stakeholder Engagement
Direct Reports	Nil
Indirect Reports	Nil

Special / Physical Requirements	
Location:	Across All ANSTO sites, Clayton VIC, and Lucas Heights NSW. Working in different areas of designated site/campus as needed.
Travel:	May be required to travel to ANSTO sites from time to time, Frequent travel to ANSTO sites within Australia, Travel nationally and internationally as required.
Physical:	Office based physical requirements (sitting, standing, minimal manual handling, movement around office and site, extended hours working at computer). Public speaking.

Radiation areas:	May be required to work in radiation areas under tightly regulated conditions.
Hours:	Willingness to work extended and varied hours based on operational requirements. After hours work will be required occasionally due to outreach program or travel requirements.
Clearance requirements:	Satisfy ANSTO Security and Medical clearance requirements. Obtain and maintain appropriate federal government clearance.

Workplace Health & Safety

Specific role/s as specified in <u>AG-2362</u> of the ANSTO WHS Management System	All Workers Officer (definitions found in appendix 1 of AG-2362) Group Executive / General Manager Managers / Leaders / Supervisors Other specialised roles identified within the guideline a position holder may be allocated to in the course of their duties
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ORGANISATIONAL CHART

Refer published Organisational Chart.

KNOWLEDGE, SKILLS AND EXPERIENCE

1. Tertiary Degree or a Post Graduate qualification in science together with sound business experience or post graduate business or project management qualifications
2. Demonstrated experience working in a Technical Science sales-based role to produce scientific outcomes that meet the client's business needs and desired outcomes
3. Demonstrated ability to build trust and rapport quickly across multiple disciplinary teams, readily understand client needs and work collaboratively across different value chain points to support project deliverables.
4. Knowledge of ANSTO's relevant techniques, instrumentation, data processing and analysis, and proficiency in the use of at least one technique would be desirable.
5. Customer centric focus with sound organisational and time-management skills able to negotiate, influence and share technical knowledge easily.
6. Demonstrated ability to effectively interact with commercial clients, independently grow industry networks of current and potential clients and thereby develop actionable leads for high value cross collaboration projects
7. Ability to interpret data, market needs and co-create business cases and value propositions to grow internal capability.
8. Demonstrated commercial focus, KPI driven with the ability to contribute to revenue generation and meet set targets.

VERIFICATION

This section verifies that the line manager and appropriate senior manager/executive confirm that this is a true and accurate reflection of the position.

Line Manager	Delegated Authority
Name: Sandy Haig	Name: Andrew Peele
Title: NST Industry and stakeholder Engagement	Title: GE NST
Signature:	Signature:
Date:	Date: