

Position Title	Senior Manager, Industry Growth
Group/Portfolio	Industry & External Engagement Gold Coast Health & Knowledge Precinct (GCHKP)
Classification	HEW10
Position Number	00063110
Reports To	Director, Gold Coast Health & Knowledge Precinct
Employment Type	Continuing Contingent

1.0 Position Purpose

Reporting to the Director Gold Coast Health & Knowledge Precinct (GCHKP), the Senior Manager Industry Growth is responsible for the strategy, attraction and retention of industry to be physically located in the GCHKP. This position will engage deeply with a range of stakeholders including multi-national companies, small/medium enterprises and start-ups, to build an initial and ongoing value proposition that supports companies to be located in the GCHKP. The position will work across all Precinct Partners including government, health service, university, private developers and industry to successfully identify, attract and retain companies in the GCHKP, which is a significant strategic priority.

- The Senior Manager Industry Growth is primarily responsible for identifying opportunities external to the Precinct's existing network and eco-system by:
 - Analysing and identifying companies that align to the synergies of Precinct Partner's research, clinical and industry strengths and priorities, as well as external market driven opportunities
 - Maintaining ongoing in-depth and up-to-date knowledge of the health and technology sectors by leveraging existing personal networks, including current trends and opportunities, by working alongside key government trade and industry representative bodies to ensure the GCHKP is at the forefront of identifying and capturing industry growth opportunities.

2.0 Eligibility Requirements

- The occupant of this position will hold relevant postgraduate qualifications in project management, business development and / or investment attraction, with significant experience, or an equivalent combination of relevant training, skills and experience specifically in health and/or technology industry.

3.0 Key Responsibilities

- Support the Director to develop and implement the Precinct's Five-Year Strategic Plan by leading a range of key industry attraction initiatives with Precinct Partners and other stakeholders.
- Collaborate with the Director and Senior Manager Strategic Projects and Engagement, to develop, implement and evaluate the GCHKP's Investment Attraction Strategy to successfully secure industry to physically locate their operations within the GCHKP, including targeting multi-national companies, small/medium enterprises and start-ups, focused on health and technology companies.

- Cultivate strong engagements with Precinct partners and industry locally, nationally and internationally, to develop and maintain the GCHKP's knowledge of industry attraction opportunities, aligned to the existing research, clinical and industry strengths and requirements of Precinct Partners, to advance their priorities and commercialisation outcomes.
- Proactively engage with government trade organisations including Invest Gold Coast, Trade and Investment Queensland and Austrade to actively promote the GCHKP for industry attraction.
- Represent the Precinct at high-level conferences and events, travelling interstate and overseas to identify and secure company attraction opportunities. This includes with City of Gold Coast's Sister Cities.
- Collaborate with the Senior Manager Strategic Projects and Engagement, to develop in-depth business cases and value propositions with Precinct Partners, developers and other stakeholders for specific industry attraction opportunities.
- Conceptualise, negotiate and lead implementation of industry growth programs and initiatives that foster connections for industry already located in the Precinct.
- Foster interest in partnership opportunities by facilitating GCHKP site visit programs that demonstrates the value of the Precinct to industry.
- Proactively manage a client database and advocacy program of potential desirable GCHKP industry targets and influential stakeholders, including nurturing of relationships and prioritising of requirements, while having input into the GCHKP Marketing and Communications Strategy alongside the Manager Marketing and Communications.
- Undertake research and monitor global trends and developments in innovation district, to regularly benchmark the GCHKP activities and enable the identification of relevant projects and activities to deliver economic outcomes for the precinct. This includes the required infrastructure, facilities and equipment to position the GCHKP for tenant attraction success.
- Support the Director to manage the GCHKP interface on behalf of the City of Gold Coast, Griffith University, Gold Coast Hospital & Health Service and Queensland Government, and maintain effective local and international relationships with key stakeholders including government, business and external agencies.
- Participate in GCHKP governance arrangements, including being a member of the Precinct Team, preparing and delivering reports and presentations to the Strategic Advisory Group and other stakeholders as required.
- Assume other responsibilities, commensurate with the expectations of a role at this level, which contribute to the overall objectives of the Precinct and the Industry & External Engagement portfolio.
- Lead and promote compliance with relevant legislation and University policies and procedures, including equity and health & safety and exhibit good practice in relation to same.
- Be a leading example of the principles and values embodied in the University's Code of Conduct, and behave, act and communicate at all times to reflect fairness, ethics and professionalism.

4.0 Key Capabilities

- Griffith University identifies the attributes of resilience, flexibility, creativity, digital literacy and entrepreneurship as critical to our graduates' success, in the rapidly changing future world of work. We have established a Griffith University Capability Development Framework to provide a common language of some of the non-technical organisation skills that will support our staff to thrive now and into the future. The Capability Development Framework will assist you to understand the current skill level of this position in the non-technical but critical skill domains that are increasingly important in a changing workplace context.
- To read about some of the non-technical organisation skills for this position, please see the Leads Self section of our [Capability Development Framework](#)