Griffith UNIVERSITY
Queensland, Australia

Position Title	Senior Manager, Strategic Partnerships
Group/Portfolio	Vice President (Industry & External Engagement)
Classification	HEW Level 10
Position Number	00059678
Reports To	Director Industry and External Engagement (IEE)
Employment Type	Continuing

1.0   Position Purpose

The Senior Manager, Strategic Partnerships will work with other senior managers at the University, under the direction of the Director (IEE), to achieve outcomes consistent with the broader objectives of the Office of the VP (IEE) and University Strategic Plan. This includes leading and developing a suite of multidisciplinary partnerships to build and grow Griffith's profile and reputation and achieve University strategic goals.

2.0   Eligibility Requirements

The occupant of this position will hold relevant postgraduate qualifications and possess substantial proven experience in business development. This includes expertise in value creation and opportunity identification, communication and collaborative relationship management, and negotiation and deal-making skills.

3.0   Key Responsibilities

- Working with the Director (IEE), identify, develop and manage engagement with major strategic collaborative opportunities that cover multiple partners and/or internal stakeholders.

- Working with the Director (IEE), manage and develop a set of partnerships for the University with a range of stakeholders/targets, including partner liaison, partnership prospectus of ideas, proposal writing and presentations to grow current and potential partnerships that meet the University's strategic industry engagement goals.

- Engage with Academic Groups to identify, develop and lead business development for industry impact that may span research, education and training projects and programs.

- Partnering with Research, Advancement and Marketing & Communications Central Portfolios to progress activities including media, marketing, promotion and external relationships to align partnership for impact.

- Liaise, consult and work closely with key external stakeholders to ensure synergies are optimised, and that promotion of Griffith and its unique capabilities are maximised.

- Engage in high level representation and effective relationship management with key stakeholders both within the University and externally, to further enhance the reputation of the IEE Portfolio and the University.

- Responsible for consistent and accurate input into the CRM system to align with IEE data led tracking and deliverables to drive tiered partnership model.

- Provide strategic advice, expert negotiation and professional expertise in the development of all relevant partnership agreements and documentation which support the development of mutually beneficial partnership arrangements and meet legislative, University and policy requirements.

- 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](#).