Position Title	Manager, Partnership Development (Quantum)
Group/Portfolio	Division of the Deputy Vice Chancellor (Research) / Griffith Enterprise
Classification	HEW 9
Position Number	00063383
Reports To	Head of Business Innovation (Physical Sciences)
Employment Type	Fixed term

1.0   Position Purpose

Griffith Enterprise (GE) is the commercialisation office of Griffith University with responsibility for developing and driving the University's commercialisation strategy, goals and activities.

Griffith University is an Establishment University of Quantum Australia. Quantum Australia (QA) is the national centre for quantum growth. It will fundamentally shift the dial on the translation of quantum technologies and position Australia as a leader internationally by bringing together Australia's quantum leaders across industry, academia and the startup ecosystem. QA's consortium partners include quantum industries, the nation's top universities in quantum research, and other key stakeholders who are leading the growth of the nation's quantum ecosystem.

Nodes in WA, SA, VIC, NSW, ACT, and QLD are leading local activity and are supported by the headquarters located in Sydney. The organisation is funded by a grant from the Department of Industry, Science and Resources, with significant additional financial support from state governments, as well as contributions from Establishment University partners and many industry partners.

As an Establishment University, Griffith University is seeking a Manager, Partnership Development (Quantum). The role will be based in Griffith Enterprise reporting to the Head of Business and Innovation (Physical Sciences).

The Manager, Partnership Development (Quantum) will help to drive the growth and visibility of Quantum Australia's ecosystem in QLD. This role will help secure R&D partnerships and facilitate knowledge exchange between the University partners and industry and will play a crucial role in accelerating the development and adoption of quantum and advanced technologies both in QLD and nationally.

The Manager, Partnership Development (Quantum) will collaborate closely with and report to the Head of Business Innovation (Physical Sciences) and work closely with the other Partnership Development roles across the country to create formal relationships and projects between the thirteen partner universities of Quantum Australia and industry to further develop quantum technology and its uptake in Australia. The role will also provide input into national strategies for quantum sector growth and make recommendations for future business models and opportunities for the growth of quantum and advanced technologies in Australia.

2.0   Eligibility Requirements

- A postgraduate degree and relevant experience, or an equivalent alternative combination of relevant knowledge, training and/or extensive experience in one or more industries related to the area of quantum and advanced technologies.

3.0   Key Responsibilities

- Support Quantum Australia to deliver across its 3 interconnected areas:

   1. **Ecosystem Development:** Quantum Australia will put in place a national network of resources to facilitate industries' journey from quantum curious to quantum advocates, including supporting the QA national conference.
   2. **Partnerships:** Quantum Australia will leverage the world class expertise of its partners to expedite the translation of quantum research into real-world applications. Quantum Australia will work with industry to identify unmet needs and opportunities for quantum in these local sectors.
   3. **New Ventures:** Quantum Australia will design and deliver a new ventures program that will result in a step change in the number of quantum startups created in Australia, as well as lay the foundation for a deeper culture of quantum innovation going forward.

Specific duties and responsibilities include, but are not limited to:

Foster relationships in Resources, Agriculture, Transport, Defence, Financial, Medical, Advanced Technologies, and Energy sectors for deeper engagement in quantum and advanced technologies.

- Foster a culture of collaboration and mutual benefit among key stakeholders within the quantum ecosystem, ensuring the effective dissemination of learnings to the Quantum Australia central team and other nodes.

- Identify and maintain key relationships aligned with Quantum Australia, and build links between industry, academia and government to grow quantum R&D capability and industry at Griffith and other QLD based university partners.

- Understand the trends, key players and opportunities in Australia and globally through research, event attendance, and conversation.

- Represent the Quantum Australia QLD Node at meetings as required, including presenting quantum capabilities to the wider community, such as federal and state government agencies and local industry.

Identify industry and government partnerships with the QLD-located partner universities of Quantum Australia

- Develop and maintain a deep understanding of the quantum technology research capabilities at Griffith and other QLD-located partner universities of Quantum Australia.

- Identify research and commercial funding opportunities for Griffith and other partner universities in quantum and quantum technology, including research, analysis and development of papers, proposals, and submissions for new initiatives.

- Identify opportunities for venture support for startups in the area of quantum and advanced technologies.

- Identify and execute on opportunities to build on and leverage existing investments in quantum and advanced technologies in QLD.

- Develop business cases and strategic opportunities to partner with key stakeholders to build the quantum ecosystem in QLD, aligned with Quantum Australia's strategy.

- Support internships with industry for quantum research students.

Support the partnership development of other nodes and in the quantum ecosystem overall.

- Foster a community of practice among other nodes and identify and direct interest towards nodes and universities with the most relevant research capabilities.
- Develop content (papers, social media, reports) showcasing quantum technology use cases in QLD.
- Along with other partnership roles, develop and implement strategies, processes and procedures to improve Quantum Australia's approach to securing partnerships.

Provides strategic advice and management support.

- Provide high-level support and advice to the QLD Node Lead and the Quantum Australia CEO including advice related to partnership strategies, preparation of reports and performance/strategic papers, and establishing procedures and systems for reporting R&D activity in QLD.
- Provide visibility around pipeline development, bringing attention to opportunities for growth and obstacles, and make recommendations for improving strategies.
- Ensure effective general management of operational and administrative systems, processes and programs to meet these requirements in alignment with university policies and practices.

Undertakes ad-hoc projects and other activities.

- Perform work activities relevant to the role's key accountabilities as approved by the Manager and commensurate to the role's classification level.
- Support 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 Others section of our Capability Development Framework.