

# POSITION DESCRIPTION

## Lead Industry HDR Partnerships



### POSITION DETAILS

Position Title	Lead Industry HDR Partnerships
Classification	HEW 8
Position Number	
School/Office	Graduate Research School
Division	Research and Innovation

### POSITION PURPOSE

This role works with stakeholders to develop and implement strategies that generate industry partnership opportunities for HDRs. The role supports the University's strategic objectives for industry research collaboration and in recruiting HDRs to drive this collaboration. Key to success is fostering and leveraging strong partnerships and ensuring compliance with relevant policies and agreements.

### KEY ACCOUNTABILITIES

1. Champion the mission of the Graduate Research School, which is to support students, support supervisors, and support each other in delivering on this mission.
2. Work closely with the Associate Deans and Directors of Research and HDR to understand their strategic priorities and engagement needs.
3. Identify and act to address needs that are shared across multiple Faculties and Research Institutes.
4. Leverage existing industry stakeholder relationships to develop new opportunities for HDR scholarships, internships and other benefits for HDR programs (e.g., Master of Research).
5. Provide expert advice to internal and external stakeholders on industry HDR partnership opportunities and requirements.
6. Ensure compliance with University policies, government regulations, and international standards.
7. Develop and maintain strong relationships with industry partners and relevant internal units.
8. Monitor and report on the performance of industry HDR partnerships and recommend improvements.

### QUALIFICATIONS, EXPERIENCE, SKILLS

1. A relevant degree qualification and experience or equivalent.
2. Extensive experience in developing and managing strategic educational and/or research partnerships.
3. Strong understanding of HDR frameworks, funding arrangements, scholarship programs, and industry collaboration models.

4. Excellent negotiation, communication, and stakeholder engagement skills.
5. Demonstrated ability to proactively manage complex projects and work collaboratively across diverse teams.

## KEY RELATIONSHIPS

This position reports to: Dean Graduate Research School

This position supervises: None

- Researchers
- HDR Supervisors
- Associate Deans and Research Directors, Research and HDR
- Faculty and Research Institute Business Development Managers
- Research Services
- Industry partners and stakeholders

## CHALLENGES

- Navigating complex industry regulatory and institutional environments.
- Ensuring alignment of industry HDR programs with academic and administrative requirements.
- Managing projects effectively spanning multiple internal and external stakeholders with sometimes competing objectives.
- Sustaining long-term partnerships while adapting to evolving strategic priorities in teaching and research.

## UNIVERSITY EXPECTATIONS

The University expects that all employees are aware of, and comply with legislation and Western's policies and procedures relevant to the position, including but not limited to:

- Code of Conduct
- Work Health and Safety and Wellbeing Management System
- Enterprise Agreement or Award
- Anti-discrimination principles, Equal Employment Opportunity and staff and student equity.

Approved by:

Date: