

POSITION DESCRIPTION

Senior Coordinator, Industry Partnering Transformation



POSITION DETAILS

Position Title	Senior Coordinator, Industry Partnering Transformation
Classification	HEW 8
Position Number	7016579
School/Office	Innovation
Division	Research and Innovation

POSITION PURPOSE

The Senior Coordinator, Industry Partnering Transformation plays a critical coordination, capability-building and delivery role supporting Western Sydney University's industry engagement and innovation agenda. The position is responsible for enabling and transforming the way the University partners with industry by coordinating industry-facing initiatives, improving partnering models and processes, and supporting the translation of University capability into industry-valued solutions. Working across the Innovation Portfolio and in close partnership with academic, professional and external stakeholders, the role contributes to growth in industry collaboration, impact-driven research, workforce development, and commercial outcomes. The position supports a more structured, responsive and scalable approach to industry partnering aligned to the University's strategic priorities and the needs of the Western Sydney region.

KEY ACCOUNTABILITIES

- **Coordinate and deliver industry partnering initiatives** that support collaboration, applied research, innovation programs, workforce development and commercial engagement across the Innovation Portfolio.
- **Support transformation of industry engagement models and practices**, contributing to the design, implementation and continuous improvement of partnering frameworks, tools, workflows and governance arrangements.
- **Act as a key interface between industry partners and the University**, supporting opportunity identification, initial scoping, coordination of internal resources, and progression of partnerships from enquiry through to delivery.
- **Provide informed advice and recommendations** to senior staff on industry needs, partnership opportunities, engagement trends, and operational improvements that strengthen the University's industry value proposition.
- **Coordinate cross-functional delivery** by working with academic staff, research support

teams, commercialisation, legal, finance and operational teams to enable timely and effective industry outcomes.

- **Support industry programs and flagship initiatives**, including pilots, demonstrations, innovation challenges, precinct-based activities and strategic partnerships.
- **Contribute to capability uplift across the University** by supporting internal stakeholders to navigate industry engagement processes, understand partnering pathways, and adopt consistent, partner-focused practices.
- **Monitor and report on partnering activity and performance**, contributing insights that inform continuous improvement, decision-making and strategic planning within the Innovation Portfolio.

QUALIFICATIONS, EXPERIENCE AND SKILLS

Essential

1. Tertiary qualification in Business, Innovation, Engineering, Science, Social Sciences or a related discipline, or an equivalent combination of relevant experience and training.
2. Demonstrated experience supporting industry partnerships, innovation programs, applied research, commercial engagement or external collaboration in a complex organisation.
3. Proven capability coordinating multi-stakeholder initiatives involving industry, academic and professional staff.
4. Strong organisational and problem-solving skills, with the ability to manage multiple initiatives, priorities and stakeholders simultaneously.
5. Well-developed written and verbal communication skills, including the ability to engage credibly with industry partners and provide clear advice to senior staff.
6. Demonstrated ability to work collaboratively across organisational boundaries and contribute to change and improvement initiatives.

Desirable

1. Experience working within a university, research, innovation or precinct environment.
2. Familiarity with industry engagement, research translation, commercialisation or partnership lifecycle frameworks.
3. Experience contributing to process improvement, service design or transformation initiatives.

KEY RELATIONSHIPS

This position reports to: Senior Manager Partnerships and Precinct Activation

This position may supervise: Project staff or contractors as required

Key internal relationships

- Innovation Portfolio leadership and teams
- Academic and research staff across disciplines
- Research development, commercialisation and enterprise support teams
- Finance, legal and governance stakeholders supporting industry engagement

Key external relationships

- Industry partners and collaborators
- SMEs, corporates, precinct stakeholders and intermediaries
- Government, industry bodies and ecosystem partners as required

CHALLENGES

- Supporting effective industry partnering across a diverse and decentralised university environment.
- Balancing responsiveness to industry needs with internal governance, capability and capacity constraints.
- Translating strategic intent for industry engagement into practical, scalable operational models.

- Managing competing priorities and stakeholder expectations across multiple initiatives.

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: