



The Australian Wine  
Research Institute

## Position Description

**Title of Position:** Business Development Manager

**Reporting to:** Managing Director

### Overview:

The Business Development Manager is responsible for identifying, developing and securing new opportunities for commercial partnerships, technology commercialisation and investment in the AWRI. It also oversees the AWRI's contractual affairs. The success of this role will be measured by the extent to which the AWRI's strategic and fiscal objectives are met.

### Qualifications:

A tertiary degree in science, viticulture and/or oenology, preferably to the level of a PhD, with additional qualifications in business management.

### Experience:

Substantial experience in roles in the Australian winemaking and/or scientific communities, preferably in comparable roles.

### Principal Accountabilities:

1. Proactively identify, research, evaluate and review potential opportunities to receive funding for / investment in the AWRI, and develop applications or submissions in relation to such funding.
2. Substantially contribute to achieving the AWRI's revenue needs and targets.
3. Canvass and lobby potential commercialisation and collaborative partners/alliances including negotiating favourable commercial terms and conditions for the AWRI.
4. Oversee the AWRI's contractual affairs including the negotiation of legal agreements and ensuring the organisation's compliance with contractual terms.
5. Manage the AWRI's intellectual property portfolio.
6. Identify, develop and execute strategic initiatives.
7. Accept that all intellectual property, patents and discoveries arising during the course of employment at the AWRI remains the property of the AWRI.
8. Undertake any other duties as directed by the Managing Director.

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9. Promote the well being of the AWRI by ensuring that all contact with clients, staff or the public is performed in a professional manner.

**Person Specification:**

1. High level of business acumen.
2. High level of technical proficiency in disciplines of relevance to the AWRI's operations.
3. Ability to work and communicate successfully within a multi disciplinary environment.
4. Ability to influence, lead and drive outcomes.
5. Excellent negotiation skills.
6. Superior oral and written communication skills.
7. Skilled at establishing and maintaining business and scientific networks and fostering productive partnerships with investors and collaborators.
8. Innovative and strategic thinker.

**Workplace Health and Safety Responsibilities:**

Employees and students must take reasonable care to protect their own health and safety, and have responsibilities to:

1. Ensure that they do not increase the risk to the health, safety or welfare of others through any act or omission.
2. Obey reasonable instructions that are designed to protect their health, safety and welfare.
3. Use, in the appropriate manner, equipment that is provided to protect their health, safety or welfare.
4. Not wilfully interfere with, or misuse, items or facilities provided in the interest of health, safety or welfare of employees.
5. Ensure that they are not affected by alcohol or any other drug to such an extent that they endanger themselves or others.
6. Report promptly, any hazards, incidents or injuries to their Manager/Team Leader.