



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 legal and 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 further qualifications in business management.

Experience:

Substantial experience in roles in the wine industry and/or the scientific community, preferably in comparable business development roles. A strong track record of attracting research funding or investment would be viewed favourably.

Principal Accountabilities:

1. Proactively identify, research, evaluate and secure opportunities for investment in the AWRI, and develop applications or submissions in relation to such funding.
2. Substantially contribute to achieving the AWRI's revenue requirements and objectives.
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 ongoing compliance with contractual terms.
5. Manage the AWRI's intellectual property portfolio.
6. Identify, develop and execute initiatives of strategic benefit to the AWRI.
7. Develop and present business cases for commercialisation opportunities to the Managing Director and AWRI Board as required.
8. Manage the AWRI internal business development processes to ensure organisational alignment regarding any new opportunities for funding and investment.

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9. Accept that all intellectual property, patents and discovery arising during the course of employment at the AWRI remain the property of the AWRI.
10. Undertake any other duties as directed by the Managing Director.
11. 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 team 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 thinking ability.

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.