

A more equitable world through better health.



POSITION DETAILS

TITLE	Senior Strategic Engagement Manager, Burnnext
CLASSIFICATION	\$150,000 + super + salary packaging
TIME FRACTION	Fulltime
CONTRACT TYPE	Ongoing
LOCATION	85 Commercial Road, Melbourne 3004, Boonwurrung Land
REPORTS TO	General Manager, Burnnext
DIRECT REPORTS	Nil
LAST UPDATED	February 25

POSITION SNAPSHOT

The Senior Strategic Engagement Manager, Burnnext is responsible for the development and support of projects within Burnnext. Projects accepted into Burnnext are on an accelerated pathway to research translation, licensing readiness, workflow change implementation, policy change, spinout or social enterprise creation.

This position will work closely with the research leaders who provide scientific and clinical leadership, and the Commercialisation and Research Translation (CRT) team who provide business development, IP and operations support.

The Senior Strategic Engagement Manager, Burnnext will provide project leadership, effective project management, stakeholder engagement, oversee risk, compliance and financial management to a range of strategic and operational activities that support the research / science/ clinical leads to bring projects to market readiness, including:

- bringing in resources (funding, mentors, expertise), developing relationships with customers (e.g. licensees, government, etc), helping transition projects to customers and reporting on the project pipeline.
- working collaboratively to provide support and resources to validate “problem - solution fit”, create viable business cases, build project teams, and establish “product - market fit” to prepare projects for research translation (achieve TRL 6 or 7)

They will also support the establishment and operations of Burnnext.

KEY RESPONSIBILITY AREAS

- PROJECT LEADERSHIP AND STRATEGIC ADVICE**
 - Provide commercial leadership and management of the projects from the co-design phase through to implementing and delivering the projects; partnering with the science / research / clinical leads to drive the projects to translation readiness.
 - Lead the development, implementation and monitoring of an overall project plan for each project including business plan, technological development plan, business model and market validation report in conjunction with the project team and Business Development team.
 - Take the lead in conducting critical due diligence for each project including (but not limited to) ensuring the technology is externally validated through consultation with clinical experts, that a reimbursement strategy is adopted for clinical products, and evaluating the pros and cons of paths to market.
 - Actively identify and manage operational and strategic risks to the project, implementing mitigation strategies and escalation as necessary.
 - Contribute to the development and implementation of the Burnnext strategy

	<ul style="list-style-type: none"> As required, provide support to the General Manager and broader CRT team to develop processes, resources and tools that better equip researchers to take the outcomes of research to market through a variety of pathways (for profit, and not for profit).
2. STAKEHOLDER ENGAGEMENT AND BUSINESS DEVELOPMENT	<ul style="list-style-type: none"> As part of high-performing, multidisciplinary and diverse teams, foster a collaborative environment to produce high-quality work on time and on budget. Develop and maintain partnerships with all internal and external stakeholders, contract research organisations, researchers including vendors and providers to ensure work is conducted efficiently and professionally. Contribute to the development and delivery of materials to upskill and support researchers in impact realisation Undertake research, analysis, investigation and evaluation of issues and trends to inform decision making and contribute to the development of strategic plans and road maps
3. FINANCIAL MANAGEMENT	<ul style="list-style-type: none"> Manage the budget and financial management of the projects, with the support of the Commercial Project Manager and the Operations Manager, CRT, including managing and monitoring monthly financial reporting, developing forecasts and financial reports Discuss strategic issues relating to budget with the General Manager Burnext and Senior Manager, Operations , CRT as required.
4. REPORTING AND QUALITY	<ul style="list-style-type: none"> Prepare reports, business cases and briefing notes to provide insights and enable informed decision making aligned with the establishment of strategic objectives Undertake evaluation of performance on strategic outcomes and provide detailed and reliable analysis to support decision-making and identify and opportunities for improvement Design and implement systems and processes for project management, risks and issues. Including a regular reporting suite. Identify and implement improvements in existing processes and procedures to enhance organisation reputation and industry standing.
5. TRAINING	Responsible for completing all required training in line with the position / role.

KEY SELECTION CRITERIA

QUALIFICATIONS / EXPERIENCE / KNOWLEDGE / ATTRIBUTES		
1.	A relevant qualification and extensive, relevant experience; OR an equivalent combination of relevant experience and/or education/training.	Essential
2.	Previous leadership experience in research translation	Essential
3.	Experience working in health / biotech / pharmaceutical industry in a leadership role	Essential
4.	Demonstrated experience in developing and writing (1) business plans and (2) business cases for industry, government and external end user partner audiences.	Essential
5.	Strong financial and operational skills including managing budgets and financial planning	Essential
6.	Outstanding interpersonal and communication skills with the ability to negotiate, influence and build consensus at senior levels and with diverse stakeholders in a large, complex organisation	Essential
7.	Demonstrated ability to deliver training and capability development to a research and/or academic community.	Preferable

About Burnet Institute

Vision

A more equitable world through better health.

Purpose

Create and translate knowledge into better health so no-one is left behind.

Values

Respect, Equality, Inclusiveness, Diversity.

Who we are

Burnet Institute is an Australian-based medical research and public health institute and international non-government organisation that is working towards a more equitable world through better health.

What we do

We are committed to creating and translating knowledge into better health so no-one is left behind. We do this through engaging with and understanding the needs of a broad range of communities and stakeholders to develop laboratory-based and social research programs, policies and products that deliver better health outcomes.

Where we work



Priority countries:

Australia | Papua New Guinea | Myanmar

We also support and contribute to research and public health programs in other Asian, Pacific and African countries.

Australian Institute for Infectious Disease (AIID)

Burnet Institute is a foundation partner of the AIID, a visionary initiative designed to protect Australia and the wider Asia-Pacific region against major global health issues and pandemics. The state-of-the-art facility is expected to be open in 2028 and will be home to Burnet Institute, Doherty Institute and The University of Melbourne, with funding from the Victorian Government. In joining this exciting initiative, Burnet will remain an independent medical research institute.



BURNET 2030 STRATEGY

The Burnet 2030 Strategy focuses on growing our impact, placing equity at the centre of what we do, and paying close attention to the effects of a rapidly changing climate and environment. Our point of difference is our technical breadth—from laboratory-based discoveries to field research, to commercialisation to development programs; all to progress toward a more equitable world. This is what sets us apart. Our Strategy will also see us invest in our people, building our position as the aspirational workplace within the sector with ethical values and a culture committed to fostering talent for future leadership and rewarding careers.

OCCUPATIONAL HEALTH AND SAFETY

The Burnet has a commitment to providing a safe and healthy workplace in accordance with the Occupational Health and Safety Act 2004. All staff are obliged to take all reasonable care to ensure that their actions do not place themselves or others at risk.

OTHER REQUIREMENTS

Burnet Institute is a child safe organisation. The incumbent of this position will be required to undergo a Police Check and possibly a Working with Children Check as a condition of employment. The types of contact with children can be viewed [here](#). This position involves the following contact with children (any individual aged under 18 years):

CONTACT TYPE

No Contact With Children

ENQUIRIES

For enquiries, please contact careers@burnet.edu.au