



POSITION DESCRIPTION

Position Title:	Strategic Alliances Manager
Cluster / Business Unit / Division	Commercial Products and Services
Section or Unit:	Commercial Support
Classification:	Band 7
Job Family:	Organisational Leadership
Position Description Number:	PD-2440
Work Contract Type:	Manager
STEMM/NON-STEMM:	NON-STEMM

POSITION PURPOSE

The Strategic Alliances Manager will play a pivotal role in identifying, cultivating, and managing strategic partnerships and projects to drive business growth and enhance the overall organizational objectives. This role is a strategic enabler that will propel ANSTO forward. They will work with teams to identify strategic partnerships required to achieve strategic objectives. They will leverage industry knowledge and third-party networks to identify opportunities that will benefit ANSTO, aid in the recruitment of new members for the Nandin innovation hub and in actively identifying funds and grants to support the organization's initiatives.

The Strategic Alliances Manager plays a hands-on role in assisting teams to progress through the business development process from opportunity identification, business plan development, negotiation, legal contract development through to business integration. They will be considered a subject matter expert providing advice, input, and guidance across ANSTO.

ORGANISATIONAL ENVIRONMENT

ANSTO leverages great science to deliver big outcomes. We partner with scientists and engineers and apply new technologies to provide real-world benefits. Our work improves human health, saves lives, builds our industries and protects the environment. ANSTO is the home of Australia's most significant landmark and national infrastructure for research. Thousands of scientists from industry and academia benefit from gaining access to state-of-the-art instruments every year.

The Strategic Alliances Manager plays an important role in partnering and supporting ANSTO divisions to identify opportunities for Business Development and Strategic Partnerships. This position requires a dynamic individual with strong interpersonal, negotiation, and project management skills. The successful candidate will collaborate cross-functionally to establish and maintain strategic alliances, manage collaborative projects, and contribute to the overall success of the organization.

ACCOUNTABILITIES & RESPONSIBILITIES

Key Accountabilities

- **Strategic Alliances:** Identify and build and alliances and opportunities that will enable the Organisations strategic objectives. The emphasis is on the strategic nature of the alliances forged, underscoring their vital role in enhancing overall organisational objectives and propelling business growth. This role will also contribute to the recruitment of new members into the Nandin innovation hub. Conduct commercial negotiations and finalise partnership agreements.
- **Project Management:** Lead and manage cross-functional teams to execute projects with strategic partners as well as new portfolio opportunities. Ensure that executive opportunities are transitioned to Business-as-usual.

- **Communication and Reporting:** Co-ordinate and own strategic partnerships. Fostering positive and productive relationships. Ensuring internal stakeholders are updated on the status of alliances and projects. Report on the performance and impact of strategic alliances and projects.
- **Market Analysis and Research:** Stay informed on industry trends, competitor activities, market opportunities and sources of grants. Provide insights and recommendations based on market analysis.
- **Funds and Grants:** Research and identify funds and grants applicable to the organisation's goals and/or those of the organisation's strategic partners.
- **Collaboration and Teamwork:** Work closely with internal teams to align strategic alliances. Foster a collaborative and innovative culture within the organisation.
- Undertake additional duties as required and during period of leave of other staff.

Decision Making

- The ANSTO values, organisational corporate plan, ANSTO strategy, business and operational plans, plan, and objectives provide the context for the position.
- The position is fully accountable for the accuracy, integrity and quality of the content of advice provided to the supervisor and key stakeholders, and is required to ensure that decisions are based on sound evidence, but at times may be required to make effective judgements under pressure or in the absence of complete information or expert advice.
- Determines key work priorities within the context of agreed work plans and will consult with the supervisor on complex, sensitive and major issues that have a significant impact on the Business Operations and Systems.
- The levels of authority delegated to this position are those approved and issued by the Chief Executive Officer. All delegations will be in line with the ANSTO Delegation Manual AS-1682 (as amended or replaced).

Key Challenges

- Influencing decision making and providing valuable input at senior levels of the organisation
- Maximising the opportunities for improved service and interaction within the ANSTO Group, including influencing decision making and providing considered input to senior stakeholders.
- Enhancing existing processes and controls to ensure an efficient function and ensuring consistent application of advice service across the ANSTO Group.
- Managing multiple reporting requirements and timelines.
- Developing a high-performance function, that effectively interacts with business units across all campuses to deliver on ANSTO's goals and objectives.

KEY RELATIONSHIPS

Who	Purpose
Internal	
Commercial Support Manager	<ul style="list-style-type: none"> • Receive guidance and direction • Provide expert, authoritative and evidence based advice • Staff engagement and quality recruitment • Negotiate and report on budgets and resources consistent with strategic plans and goals • Recommend and gain endorsement for plans and goals and other initiatives
Work area team members	<ul style="list-style-type: none"> • Provide expert advice and analysis on a full range of matters • Contribute to group decision making processes, planning and goals • Collaborate and share accountability • Negotiate and resolve conflicts

Other stakeholders/ departments - CEO, CFO, finance team, and the chairs and leads for Portfolio, Demand, Supply, IRR, Executive team	<ul style="list-style-type: none"> • Maintain collaborative relationships • Work with cross functional teams
External	
Benchmark organisations: Large international businesses, Government agencies, Not for profits	<ul style="list-style-type: none"> • Identify and learn from networking with organisations and key industry stakeholders
Customers	<ul style="list-style-type: none"> • Develop opportunities

POSITION DIMENSIONS

Staff Data	
Reporting Line	Reports to the Commercial Support Manager
Direct Reports	None
Indirect Reports	None

Special / Physical Requirements	
Location:	Lucas Heights Working in different areas of designated site/campus as needed
Travel:	May be required to travel locally and internationally as required
Physical:	Office based physical requirements (sitting, standing, minimal manual handling, movement around office and site, extended hours working at computer)
Hours:	Willingness to work extended and varied hours based on operational requirements
Clearance requirements:	Satisfy ANSTO Security and Medical clearance requirements

Workplace Health & Safety	
Specific role/s as specified in AG-2362 of the ANSTO WHS Management System	All Workers Other specialised roles identified within the guideline a position holder may be allocated to in the course of their duties

ORGANISATIONAL CHART

On file

KNOWLEDGE, SKILLS AND EXPERIENCE

1. Degree in business, commerce, finance, marketing (or similar) and experience in a business development, commercial, industry engagement or stakeholder engagement role (or similar).
2. Extensive experience, skills and demonstrated outcomes engaging with industry partners and a broad range of stakeholders in a research/science and/or government landscape.
3. Strong project management skills
4. Experience with design and implementation of business development strategy
5. Strong business acumen with the proven ability to think strategically and solve problems in delivering creative and systematic solutions.
6. Strong analytical skills while also being results driven and possessing strong levels of initiative in dealing with issues.

7. High level of communication, conflict resolution and negotiation skills with demonstrated ability to influence others in relation to policy making, difficult decisions, and to achieve business objectives.
8. Strong commercial acumen and ability to influence to improve commercial conditions for the organisation.

VERIFICATION

This section verifies that the line manager and appropriate senior manager/executive confirm that this is a true and accurate reflection of the position.

Line Manager		Delegated Authority	
Name:	Prakash Rajalingam	Name:	Oleh Nakone
Title:	Commercial Support Manager	Title:	Group Executive Commercial Products & Services
Signature:		Signature:	
Date:		Date:	