

BUSINESS DEVELOPMENT MANAGER – RESEARCH

FULL-TIME, PERMANENT

JOB OVERVIEW: The focus of the Business Development Manager – Research role is to manage the business development, account management and client engagement activities as part of Wellington UniVentures' Commissioned Research and Advisory business within the Health & Wellbeing team. This is an exciting new business development role responsible for growing the University's commissioned research activities within the private and government sectors aligned to our Health & Wellbeing areas. This role seeks business development opportunities for research capability across Health & Wellbeing areas at Te Herenga Waka—Victoria University of Wellington with a focus on biotechnology, synthetic biology and chemistry. This pivotal role sits at the nexus of relationship management and implementation with the opportunity to increase the presence of the University in the commissioned research market and create impact from research.

KŌRERO MŌ TE TŪRANGA- ABOUT THE ROLE

High-quality customer relationship management and the ability to nurture long-term working relationships is paramount as you seek to support excellent delivery of existing opportunities and pursue new opportunities for long-term growth.

This role will be responsible for all aspects of new business development including lead identification and development of new business opportunities and clients in the areas of biotechnology, synthetic biology and chemistry, growing Wellington UniVentures' commissioned research and consulting revenue from these sectors looking to commission research from the University. The role requires a good understanding of emerging trends and the ability to identify opportunities that link current and future research capability with client demand.

The role sits within the Health & Wellbeing team, a group of commercialisation and impact creation managers and business development professionals charged with delivering outcomes for Wellington UniVentures from intellectual property, research outcomes and intellectual capability sourced from Health & Wellbeing areas at the University. These include chemistry, biology, biotechnology, and health researchers at Te Herenga Waka - Victoria University of Wellington. Strategic relationships with external parties such as private sector companies, New Zealand government or Crown Research Institutes, and health or biotechnology research institutes that align with these areas will be critical to your success.

You will contribute to fostering an innovative and entrepreneurial culture within Wellington UniVentures and the University to facilitate the mobilisation of research expertise.

Ō PŪMANAWA - ABOUT YOU

Our perfect person will have some or all of the following education, experience and knowledge:

- A tertiary qualification and experience in relevant areas of study including life sciences, biotechnology, synthetic biology and/or chemistry.
- Proven business development experience with demonstrated success translating leads to outcomes.
- Bring an established network in private sector biotechnology, chemistry, human health, animal health, and manufacturing for health applications. Experience in engaging across multiple levels of the private sector is essential. Ideally this includes private sector companies both in New Zealand and internationally. Established networks with Australian organisations/companies are desirable.
- An established network and experience in engaging with science-based New Zealand Government ministries and Crown Research Institutes or experience with working with other state/federal governments to secure commissioned research or consulting contracts is also preferred.
- Proven business and commercial skills, including an established record of success in preparing and delivering consulting proposals and contracts, RFP response development.
- Demonstrated experience in pipeline management and creating new opportunities.
- Experience in trend and customer need identification.
- Skills in financial planning and project management.
- Demonstrated ability to maintain effective relationships with internal and external stakeholders.
- Able to communicate research related technical and scientific information for diverse audiences.

MŌ TE PAEWAI -ABOUT US

We are Wellington UniVentures -
Victoria University of Wellington's
commercialisation office.

As part of the university, Wellington UniVentures aims to be the acknowledged leader in successfully taking Wellington's knowledge to the world. We are deeply connected to our University's research, converting it into valuable outcomes and capabilities to sustainably grow our region and change lives. We're proud that this is an exciting place to work and we are looking for someone who has the vitality and attitude to join us on our journey.

Wellington UniVentures has a strong commitment to staff development and wellbeing and offers access to a wide variety of workshops for you to continue to learn and develop, subsidised onsite gym membership, health and wellbeing events, and additional annual leave days.

Please find the [role description here](#).

If this role sounds like you and you're interested in joining a small, collaborative and busy team, please [apply now](#) with a cover letter and your CV – we'd love to hear from you right away!

We are committed to ensuring the health, safety and wellbeing of all our staff and contractors. As part of our broader COVID-19 management strategy and to further protect the wellbeing of our staff, customers and partners from COVID-19, we support and encourage all our staff to be vaccinated. If you have any concerns or questions about this, please talk to us.

Wellington UniVentures is committed to providing a working environment that embraces, values and reflects the diversity of the community it serves. Our recruitment process is fair, inclusive, and free from bias and we encourage our applicants to let us know if we can make it more user-friendly for them. We value diverse perspectives and the contribution every one of our people makes to our culture. Put simply - you can be yourself here.

MORE INFORMATION

Find out more about working at Wellington UniVentures, contact our HR Manager.

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