

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 Social & Creative team. This is an exciting new business development role responsible for growing the University's commissioned research activities within government and the private sector aligned to our Social & Creative areas. This role seeks business development opportunities for research capability across social and creative areas at Te Herenga Waka—Victoria University of Wellington. This includes education, law, government and business, humanities, social sciences and creative fields. 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 for 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 Social & Creative team, a group of impact creation managers and business development professionals charged with delivering outcomes for Wellington UniVentures from intellectual property, research outcomes, and intellectual capability sourced from social and creative areas at the University. These include education, law, government, business, humanities, social sciences and creative field researchers at the University. Strategic relationships with external parties 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:

- Tertiary qualification and experience in relevant areas of study (education, law, government and business, humanities, social sciences).
- Demonstrated business development experience with demonstrated success translating leads to business outcomes.
- Proven business and commercial skills, including an established record of success in preparing and delivering consulting proposals and contracts.
- Bring an established network in the New Zealand Government, with experience engaging across all levels of the government system.
- Demonstrated experience in pipeline management and creating new opportunities.
- Demonstrated experience in trend and customer need identification.
- RFP response development.
- Skills in financial planning and project management.
- Able to communicate and translate research related information effectively for diverse audiences.
- Maintains and shares professional knowledge through events, networking and presentations
- Customer relationship management expertise and demonstrated ability to maintain effective relationships with stakeholders.
- Bring a network of connections in social and creative areas including education, law, government, business, humanities, social sciences and creative fields.

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 see 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.

MORE INFORMATION

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

E: sara.gerhart@wellingtonuniventures.nz

T: +64 29 020 13136

