

## POSITION DESCRIPTION

**Title of Position:** Commercialisation and Translation Project Manager

**Reporting to:** Director of Research

### Overview:

The Commercialisation and Translation Project Manager is responsible for overseeing and managing a portfolio of translation and commercialisation projects from inception to completion.

Projects will be based on fundamental research outcomes from the Australian Wine Research Institute (AWRI) and its partners. Project proposals will be developed and validated in collaboration with science leaders and industry partners using co-design principles, and require consideration of factors such as market size and segmentation; financial, business and economic models; and manufacturing and supply chain aspects.

This role requires excellent communication skills, as it involves liaising with clients, project partners, funders and potential customers to ensure that project requirements are clearly understood and met. The role will also be responsible for managing project budgets, timelines and resources, as well as identifying and mitigating potential risks.

The successful candidate will have a background in project management, financial management and/or commercialisation, with a proven track record of successfully managing multiple projects simultaneously. Application of sound economic principles and strong commercial business acumen will be important.

### Qualifications:

Tertiary qualifications and/or experience in economics, finance or business development are required for this role. Qualifications in project management or science would be preferable, but are not essential.

### Experience:

- At least five years undertaking research and/or research translation or commercialisation, with experience in agriculture, biotechnology, ag tech or similar fields (essential).
- Knowledge of the wine sector, grapegrowing and winemaking practices and processes, and wine-related stakeholders (desirable).
- Experience in establishing deep customer engagement and understanding of customer relationship management tools (desirable).

**Principal Accountabilities:**

1. Identify, initiate and coordinate delivery of a portfolio of translation and commercialisation projects, aimed at achieving practical outcomes for the wine sector.
2. Ensure project milestones are met.
3. Regularly review progress and value proposition of translation and commercialisation projects.
4. Demonstrate measurable benefits and impact of translation and commercialisation projects.
5. Develop, maintain and grow close and productive working relationships with existing and potential sponsors and delivery partners.
6. Work closely with research and extension staff within AWRI to define areas of research, problems and opportunities of relevance to the wine sector. Co-design research projects, develop successful grant applications and commercially viable contract research.
7. Communicate outcomes to staff and stakeholders, and train staff in tools and approaches for translation and commercialisation, such as stakeholder mapping, market and supply chain analysis, and financial and business model development.
8. Actively contribute to the reporting and dissemination of project progress and outcomes through regular reports, peer-reviewed and industry publications, seminars and workshops..
9. Manage financial resources, risk and workplace health and safety in line with AWRI policies.
10. Undertake other duties as directed by the Director of Research or the Managing Director.
11. Accept that all intellectual property, patents and discovery arising during the course of employment at the AWRI remain the property of the AWRI.
12. Promote the general wellbeing of the AWRI by ensuring that all contact with stakeholders, staff or the public is performed in a professional and confidential manner.

**Person Specification:**

1. Ability to manage multiple projects across different areas and disciplines.
2. Practical understanding of and experience in translating research outcomes to practical solutions.
3. Ability to be adaptable to changing priorities, and promote new approaches to address new priorities.
4. Ability to lead, work and communicate effectively within a multi-disciplinary environment.
5. Ability to maintain effective working relationships and contribute positively in a team environment.

**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/Team Leader.