



DODD-WALLS CENTRE
for Photonic and Quantum Technologies



**THE UNIVERSITY OF
AUCKLAND**
Te Whare Wānanga o Tamaki Makaurau
NEW ZEALAND

Business Development Manager

The Dodd-Walls Centre

The Dodd-Walls Centre for Photonic and Quantum Technologies hosted by the University of Otago, is one of 10 New Zealand Centres of Research Excellence and has a significant presence at all of New Zealand's major universities. In 2020 the Centre received further funding for the next eight years and we are looking to strengthen our research and importantly our connections to industry.

Te Whiwhinga mahi | The opportunity

We are seeking a Business Development Manager to help grow our relationships with New Zealand's industry sectors resulting in new research contracts and also the improved commercialisation of our existing research. This position will be based at the University of Auckland but will have responsibility for dealing with all of the Dodd-Walls partners across New Zealand. We are looking for someone who can link our researchers with businesses to create effective partnerships. Your role will be to showcase what we can do across a variety of networks and to extend and strengthen our industry relationships, seeking to leverage our expertise to their advantage. You will also help us to commercialise ideas coming out of the Dodd-Walls Centre.

This is a role for a person who has experience of University culture, who has had success in winning new business and is ready to take on the opportunity to promote our skills and expertise. You will assist the Dodd-Walls Centre and its industry team with the development and implementation of their industrial strategy, in particular through strong and effective partnership with local, national and international stakeholders.

Your role will see you focus on outreach and relationship building with businesses across New Zealand. To do this effectively we will give you time to bed in and truly come to understand the technical side of what we are capable of. You will work to develop networks, track your progress, and arrange events that showcase who we are and what we can do.

Our expectation is that this is full-time role but are willing to discuss more flexible arrangements under exceptional circumstances. The position is initially for a two-year period but there is funding for a further 6 years should the key deliverables be met.

Strategy and Planning

- Work with the industry team in strategic and operational planning linked to the research centre strategic plan.
- Development and execution of the implementation plan agreed with the Dodd-Walls Centre Governance Board.

Operational Activities

- Being responsible for effective relationship management with research partners, collaborators and external stakeholders.
- Working with the industry team on the development and implementation of strategically aligned communications and marketing plans, including outreach activities and management of social media and other communication technologies as required.
- Overseeing writing and compilation of reports and applications to funding agencies as necessary.
- Working with students to develop internships and develop an IP training scheme.



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- Having oversight of national and international research related events, including symposia, workshops, official visits and public outreach.

Relationship Management

- Identifying strategic opportunities to develop new relationships with industry and partner institutions
- Managing key relationships with industry and government partners including:
 - MBIE
 - Callaghan Innovations
 - The New Zealand Product Accelerator
 - Uniservices, KiwiNet, Return on Science, Otago Innovation and other tech-transfer organisations.
 - Industry associations

For more detailed information, please refer to the [Position Description](#).

Mō tō mātou rōpū | About the team

The Dodd-Walls Centre is a national Centre of Research Excellence (CoRE) involving six New Zealand universities, hosted by the University of Otago.

The Dodd Walls Center has over 200 members, approximately half of whom are research students. Our research income includes base CoRE funding from the Tertiary Education Commission along with other funding from government and the private sector.

We are named after the two contrasting personalities responsible for the prominent international standing of New Zealand Physics in Quantum Optics, Photonics and Ultra-Cold atoms.

He kōrero mōu | About you

Your ability to self-manage and plan events will set you apart from your peers. You will know how to develop and promote projects and programmes with a focus on strategic issues. You be able to promote innovation in ways that benefit New Zealand.

To excel in this role, you will have the ability to manage complex situations involving conflicting interests and collegial interactions in a university environment, and a commitment to operating the Programme in a collegial manner. We require someone with an understanding of, and commitment to, biculturalism and an understanding of the treaty obligations.

Qualifications & Experience:

We are seeking a candidate with a Bachelor degree or relevant tertiary qualification in Science or Business or equivalent work experience. It is preferred that you have an Honours or Masters-level qualification, but this is not essential.

- Experience working in a complex organisation
- Thorough understanding of funding and investment opportunities for University spinout companies
- Proven experience with business development and relationship management.

Ngā āhuatanga kei a mātou | What we offer



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The University of Auckland is New Zealand's leading university and maintains significant computational, laboratory and analytic facilities. Auckland itself is frequently rated as one of the world's most liveable cities.

The University is committed to providing an excellent working environment through:

- Flexible employment practices (including working from home, flexible hours)
- Up to 6.75% company superannuation scheme
- A competitive salary with five weeks' annual leave

In addition, we also offer career development programmes, discounted car parking, a generous parental leave allowance, childcare and a number of other discounts on internal and external services.

For more information please visit [Staff Benefits](#).

Me pēhea te tuku tonu | How to apply

Applications must be submitted [online](#), by the closing date of **11 November 2021** to be considered. Please include your cover letter and your CV highlighting how you can meet the skills and experiences detailed above.

Please reach out to Neil Constable Via neil.constable@auckland.ac.nz for a confidential conversation. Please note we are happy to answer your questions but we do not accept applications by email.

Additional Information

In accordance with our commitment to equitable recruitment, the University welcomes applications from all suitably qualified and experienced candidates. In response to COVID-19 the New Zealand Government has imposed a travel ban and are currently only allowing New Zealand Residents, Citizens and visa holders meeting a strict exception policy to enter the country, all of whom must currently enter Government approved quarantine for two weeks on arrival.

It is uncertain when these border restrictions will change, and this may impact the degree to which an off-shore candidate can engage in the interview process; or be available to commence in a new position. For more information and updates on the border restrictions visit the [Immigration New Zealand website](#) or the [New Zealand Government's official Covid-19 website](#).

The University is committed to meeting its obligations under the Treaty of Waitangi and achieving equity outcomes for staff and students in a safe, inclusive and equitable environment. For further information on services for Māori, Pacific, women, LGBTQITakatāpui+, people with disabilities, parenting support, flexible work and other equity issues go to equity.auckland.ac.nz.