



Make
it matter.



POSITION DESCRIPTION

EXECUTIVE DIRECTOR, AUSTRALIAN TRAILBLAZER FOR RECYCLING AND CLEAN ENERGY (ATRACE)

POSITION LEVEL

Senior Appointment

FACULTY/DIVISION

DVC-Research & Enterprise

POSITION NUMBER

ORIGINAL DOCUMENT CREATION

20/05/2022

POSITION SUMMARY

The Executive Director, ATRaCE is a senior executive leadership position with direct responsibility for the delivery of the ATRaCE program.

ATRaCE is funded in part by the flagship Commonwealth Government Trailblazer Universities Program which aims to transform research commercialisation and university-industry engagement by creating ecosystems of innovation centres that lift the impact of Australia's researchers and encourage the translation of university research towards Australia's National Manufacturing Priorities.

ATRaCE is a \$280M program with ~\$100M cash investment from 27 foundation industry partners, \$50M combined cash investment from UNSW and the University of Newcastle (UoN), as well as \$50M from the Commonwealth. It will be the first fully integrated ecosystem for recycling and clean energy (RaCE) research commercialisation in Australia and aims to accelerate the translation of disruptive technologies out of the lab and into local manufacturing and global deployment. The ATRaCE program spans the innovation lifecycle, from research and development through to de-risking, demonstration, deployment, and manufacturing, and is underpinned by critical workforce skills, cultural change, and university workplace reform. ATRaCE will create 52 new patents, bring 63 new products to market, stimulate up to 5,200 jobs, avoid 180MT greenhouse gas emissions and contribute up to \$15bn to GDP.

This role will lead and manage the establishment, development and strategic operation of ATRaCE across both UNSW Sydney and UoN. It will require high level engagement with senior leaders from a diversity of private and public sector organisations working across research, commercialisation and critical skills delivery. In collaboration with the executive team of each University this role will shape the university reform agenda required by the Commonwealth for Trailblazer Universities, including university culture transformation, industry-education gateway and IP innovations.

The role works in close collaboration with ATRaCE Research and Activity Theme leaders and UNSW and UoN stakeholders in Research and Enterprise, Knowledge Exchange, Entrepreneurship, Education, Estate Management, Finance, Legal, Precincts, Risk and relevant Faculties.

The role sits within the Division of Research and Enterprise at UNSW with a formal reporting line to the Deputy Vice Chancellor, Research and Enterprise as well as key accountability to the ATRaCE Governance

Board. The role will have at least three direct reports plus ~10 indirect reports embedded within each of the universities.

ACCOUNTABILITIES

Specific accountabilities for this role include:

- Lead the ATRaCE business unit and manage all aspects of the establishment and operation of ATRaCE including collaborative arrangements with UoN
- Compliance with contractual obligations to the Commonwealth and partner organisations including milestone and financial reporting
- Develop and implement relevant business and strategic plans and associated KPIs/Deliverables for ATRaCE including research and commercialisation, critical skills delivery, innovator programs, marketing and communication, and university workplace reform/culture change.
- In consultation with relevant UNSW and UoN business units, drive and embed cultural reform to achieve the objectives of the Trailblazer Universities Program
- Develop and maintain strong collaborative relationships and build links with key individuals, groups, industry, organisations, the academic and Government sectors, researchers and research users
- Effectively manage the resources of ATRaCE including budgeting and financial reporting
- Ensure compliance with all statutory, legal and contractual obligations
- Advise and keep UNSW management and the Governance Board informed on governance, performance, risk and other relevant matters
- Identify opportunities, develop and implement business development strategies particularly on the sustainability of ATRaCE beyond the period of Commonwealth funding
- In consultation with UNSW and UoN ensure management and protection of Intellectual Property
- Attend Governance Board and committee meetings as ex-officio member
- Achievement of KPIs as set and revised annually by UNSW and the Governance Board
- Represent and promote ATRaCE at internal and external events and with relevant stakeholders
- Leadership in implementation of equity, diversion and inclusion principles
- Align with and actively demonstrate the [UNSW Values in Action: Our Behaviours](#) and the [UNSW Code of Conduct](#).

SKILLS

- Demonstrated excellence in leadership, judgement and decision making, influencing and persuasion
- Demonstrated skills in, or advanced knowledge of, commercialising research and translation of new technologies from lab to market
- Excellent understanding and knowledge of university academic culture, innovation and commercialisation for medium to high Technology Readiness Levels, particularly relevant in the recycling and clean energy domain
- Demonstrated ability and experience in building relationships and sustaining collaboration with government, industry, community and/or stakeholder management.
- Proven business development experience in developing networks, building and converting a pipeline of leads and commercial engagements.

- Demonstrated project management skills, including the ability to plan, prioritise, research, implement, monitor and evaluate.
- High level analytical skills to monitor global innovation trends, research and analyse data to drive strategic innovation.
- Exceptional interpersonal, communication and influencing skills with the ability to communicate with a wide and diverse range of stakeholders and demonstrated experience in preparing proposals and pitches.
- Proven ability to partner and work in a collaborative environment, leveraging the expertise of a broader group, to deliver successful outcomes.
- Empathy in speaking, listening, responding and providing feedback to others
- Knowledge of health and safety responsibilities and commitment to attending relevant health and safety training.

EXPERIENCE

- Extensive experience in a senior leadership/executive role related to research commercialisation, innovation and partnerships.
- Experience in working with the public and private sectors, in particular in relation to research, funding and commercialisation
- Tertiary qualifications at a post graduate level in a related area of engineering, science or management
- Formal qualifications in business and/or commercialisation would be highly regarded

About this document

This Position Description outlines the objectives, desired outcomes, key responsibilities, accountabilities, required skills, experience and desired behaviours required to successfully perform the role.

This template is not intended to limit the scope or accountabilities of the position. Characteristics of the position may be altered in accordance with the changing requirements of the role.