

UTS:HUMAN RESOURCES

Position Title	Pro Vice-Chancellor, Business Creation and Major Facilities
Unit/Division or Faculty	External Engagement and Partnerships
Job Family (HR Use Only)	Manager

POSITION PURPOSE

The Pro Vice-Chancellor, Business Creation and Major Facilities is a newly created role responsible for working closely with members of the University Leadership Team (ULT) and senior leaders across UTS to provide oversight and focus for enterprise-wide business creation and more effective utilisation of our major facilities to support research, teaching and industry engagement. The role plays a significant coordinating function for business development and commercial activities across UTS.

The role will be responsible for aligning our facilities and infrastructure strategy with new opportunities for commercially funded research and industry partnerships. The PVC will also be responsible for ensuring good governance of our major facilities, and processes to enable industry co-location under an appropriate commercial arrangement.

This role is part of the leadership team within the newly configured External Engagement and Partnerships division which has been designed to consolidate and focus engagement activities, drive pan-university engagement, boost our brand and reputation for being good to do business with, support enhanced commercial revenue generating opportunities and build strong partnerships with industry and business.

ENVIRONMENT AND DIMENSIONS

- Total UTS staff: 3836 FTE
- Total revenue (2023): \$1.1 billion (2022: \$1.0 billion).
- Student enrolments: 44,615 students, including 11,180 international students

RELATIONSHIPS

Supervision

This position reports directly to the Deputy Vice-Chancellor, External Engagement and Partnerships and works closely with members of the University Leadership Team to progress business and engagement activities and drive facilities usage and partnership.

The appointee will be expected to develop a small supporting team but will principally support engagement and business creation through formal oversight of relevant networks across the university.

Collaboration and Communication

Critical to the success of this position is the capacity to effectively engage internally and externally with a diverse range of stakeholders to materially progress UTS's strategic interests, financial success and progress partnership opportunities to deliver strategic outcomes for UTS.

Internal

Strong internal stakeholder relationships and collaboration is critical to the success of this role. The Pro Vice-Chancellor, Business Creation and Major Facilities, will need to establish excellent working relationships with:

- The University Leadership Team
- Faculty Leadership, Centre Directors and senior academic and professional staff
- Other UTS senior business managers (research and commercial)

It is imperative that this role can engage effectively and maintain strong working relationships to foster and develop business creation opportunities and leverage our major facilities to drive partnership and revenue opportunities.

External

- Promotes and build's UTS's engagement with industry (including SMEs and Startups), the professions and where appropriate with government both nationally and internationally.

MAJOR RESPONSIBILITIES

- Operate at an enterprise-wide level to bring together relevant capability to secure funding to support the universities teaching and research priorities. Ensure alignment with engagement priorities and objectives across UTS Faculties and Divisions to support the development and execution of new business opportunities and to align the use of UTS's major facilities with those opportunities as appropriate.
- Provide strategic advice to the Deputy Vice-Chancellor, External Engagement and Partnerships, on all aspects of the university's business creation and major facilities priorities and strategies.
- Establish and chair a Business Development Network with representation from Faculties and other key areas across UTS to provide institutional coordination of business development activities.
- Develop and implement a business creation and partnership plan which leverages our major facilities, supports strategic engagement priorities and activities, including UTS Research Concentrations and is developed in collaboration with leadership, academics and business partners across UTS.
- Develop and align our facilities and infrastructure strategy with new opportunities for commercially funded research and other revenue opportunities.
- Ensure good governance of our major facilities and develop common processes to enable industry utilisation, co-location or commercial opportunities.
- Effectively communicate UTS's value proposition to different external stakeholder groups and link any opportunity back to the relevant portfolio leads and Faculty Deans, while working collaboratively to ensure success.
- Foster and leverage the development and operation of the Tech Central Precinct, and other precinct activity as required, through partnerships with industry and government.
- Identify, develop and/or contribute to UTS and consortia bids for business opportunities or UTS proposals to industry in relation to commercial or partnership opportunities.
- Oversee the review and development of tools, resources and training that support business creation, development and successful partnership management.
- Review and refine enterprise approach to tender opportunities.
- Maintain a University-wide network of business partners fostering and supporting best practice and consistency across UTS.

POSITION CHALLENGES

- To drive change in a highly dynamic, complex and competitive global educational environment
- To collaborate with members of the University Leadership Team and other senior leaders across UTS to identify and develop synergies and opportunities between external engagement and research strategies and priorities and deliver mutual benefit to all stakeholders.
- To promote a culture of proactive external engagement, partnership development and collaborative effort across discipline areas and functional boundaries when there are competing demands and priorities to ensure that UTS is responsive to changing demands and opportunities

AUTHORITY

The Pro Vice-Chancellor, Business Creation and Major Facilities has substantial autonomy and delegated authority. It is expected that this role will work closely with, and advise, the Deputy Vice-Chancellor, External Engagement and Partnerships, the Vice-Chancellor, University Leadership Team and wider leadership group on current and future issues related to external engagement, business creation, relationships and compliance.

UTS Capabilities for the Role

Pipeline	Leading Leaders			
Category	Self-Awareness	Relating to Others	Thinking Style	Performance
Capabilities	Builds trust	Collaborates	Acts strategically	Achieves results
	Deals with ambiguity	Interprets vision and purpose	Solution focused	Goal-oriented

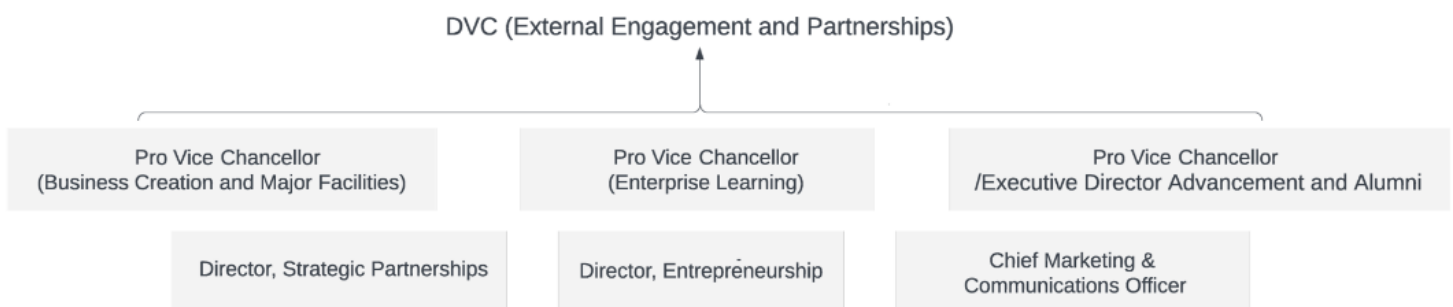
HEALTH AND SAFETY

It is a condition of employment that all staff, supervisors and managers understand and comply with their HSW responsibilities as outlined in the [UTS Health, Safety and Wellbeing Policy](#)

RECORDS MANAGEMENT

It is a condition of employment that all staff, supervisors, managers, and staff appointed in formal records contact roles, understand, and comply with their information management responsibilities as outlined in the UTS [Records Management Policy](#) and [Privacy Policy](#)

Organisational Chart



UTS KEY SELECTION CRITERIA

UTS:HUMAN RESOURCES

POSITION: Pro Vice-Chancellor, Business Creation and Major Facilities

FACULTY/DIVISION: External Engagement and Partnerships Division

Skills and Attributes

- Exceptional senior leadership skills including high-level interpersonal, negotiation, influencing and communication skills
- Ability to build and maintain relationships with diverse internal and external stakeholders
- Demonstrated ability to deliver outcomes (including financial outcomes) of mutual benefit to the university and external partners that support the mission of the university
- Ability to drive and lead cultural change
- Demonstrated track record in overseeing and delivering significant partnerships and commercialisation initiatives, ideally within a university context.
- Exceptional business and commercial acumen.

Qualifications

- A PhD and postdoctoral experience in research is desirable. Formal qualifications in relevant business areas would be well regarded.

Knowledge and experience

- Comprehensive knowledge and understanding of current issues affecting the higher education sector, including business development, research translation and commercial projects.
- Demonstrated track record of driving external revenue in a research environment through mutually beneficial commercial relationships.
- Outstanding leadership and entrepreneurial skills, with the capacity to think strategically, develop organisational capability, implement strategic plans, manage budgets and lead change in a large, complex and diverse organisation.
- Exceptional interpersonal, communication and influencing skills with the ability to communicate with a wide and diverse range of stakeholders, including demonstrated strengths in:
 - high level national and international advocacy,
 - motivating staff and researchers,
 - establishing and maintaining effective relationships across industry, government, and nongovernment organisations,
 - the capacity to build and incentivise diverse teams, and
 - the ability to represent UTS nationally and internationally.
- Outstanding communication, negotiation and influencing skills with the ability to build relationships with key internal and external stakeholders that result in measurable benefits and outcomes for UTS.
- Demonstrated track record in driving change, promoting effective ways of working and engaging others in a vision and direction in a collegiate leadership and management style.
- Substantial experience in developing effective relationships and networks across a wide range of cultural, social and economic contexts.
- Proven ability to create, maintain and manage a positive working environment which is supportive, respectful, effective and aligned to the UTS strategy and values.