

Position Description – Growth Partnerships Manager

Position Details

Position Title: Growth Partnerships Manager

College/Portfolio: Policy, Strategy and Impact **School/Group:** Activator and Health Transformation Lab

Campus Location: Primarily based at the city campus, and the potential to work across other RMIT campuses as required.

Classification: HEW 9 **Time Fraction:** 1.0 FTE

Employment Type: Fixed Term

Fixed Term Reason: Specific Tasks or Projects

Reporting Line: Executive Chair, Health Transformation Lab

No. of Direct reports: 3-4

RMIT University

RMIT is a global university of technology, design and enterprise, committed to creating transformative experiences for students and making a meaningful impact through research, innovation, and engagement. For more information on RMIT University follow the links below.

<https://www.rmit.edu.au/about>

<https://www.universitiesaustralia.edu.au/university/rmit-university/>

<https://www.rmit.edu.au/about/facts-figures>

Our campuses in Melbourne (City, Brunswick, Bundoora, and Point Cook) are complemented by international campuses in Vietnam and a centre in Barcelona, Spain. We proudly acknowledge the Woi Wurrung and Boon Wurrung peoples of the eastern Kulin Nation on whose unceded lands our campuses are located.

We are deeply committed to reconciliation and Indigenous self-determination, embedding these values throughout our policies, culture and structures.

<https://www.rmit.edu.au/about/our-locations-and-facilities>

Why Join RMIT?

Our people are at the heart of everything we do. At RMIT, we value innovation, collaboration and impact. Our values are the heart (durrung) of who we are and what we stand for at RMIT. They guide what we do, how we make decisions, and how we treat each other.



Inclusion Imagination Integrity Courage Passion Impact

Learn more about our values: <https://www.rmit.edu.au/about/our-strategy/values>

Organisational Accountabilities

RMIT is committed to the safety, wellbeing and inclusion of all staff and students. As a staff member, you are expected to comply with all relevant legislation and RMIT policies, including those related to: Equal opportunity, Occupational health and safety, Privacy and trade practices & Child safety standards:

Appointees are responsible for completing all required training and ensuring that they and their team members remain up to date on relevant compliance obligations.

Staff are expected to understand and support RMIT's child safe practices as part of their professional responsibilities. More about our child safety commitment: <https://www.rmit.edu.au/about/our-locations-and-facilities/facilities/safety-security/child-safety>.

Leadership at RMIT

At RMIT, leadership is not defined by position or hierarchy—it is a shared responsibility demonstrated by all staff, regardless of role or title. Leadership is grounded in our six core values, which guide and shape how we work together, make decisions, and create impact.

Effective leadership means consistently integrating these values into everyday actions and interactions, whether influencing a project outcome, supporting a colleague, or leading a team. All staff are expected to embody the principles of the *Be-Know-Do* Leadership Model:

Be – We are open and authentic, inclusive and empowering. We are purpose driven role models and communicators.

Know – We are self-aware, and understand our stakeholders, our sector and priorities.

Do – We set clear direction and expectations, we develop ourselves and others and promote mutual accountability to deliver results.

At every level, leadership at RMIT is about influence, contribution, and mindset. It is reflected in how we empower others, foster collaboration, and drive positive change through capability-building and alignment to strategic goals.

Policy, Strategy and Impact Portfolio

The Policy, Strategy and Impact (PSI) Portfolio works to advance the values, goals and outcomes articulated in *Knowledge with Action: RMIT's Strategy to 2031*.

PSI supports the delivery of these priorities through strategy development and execution, Indigenous engagement and Responsible Practice, innovative partnerships in lifelong learning, entrepreneurship and place-based development, public policy and capability development.

PSI brings together diverse teams from across the RMIT Group, including RMIT Europe, Strategy; Indigenous Education, Research and Engagement; the Ngarara Willim Centre; RMIT Activator; the Health Transformation Lab; Government Relations; the Workforce Innovation and Development Institute; with colleagues supporting impact and community engagement.

PSI operates as a collaborative and inclusive network, working to grow an ecosystem of relationships and partnerships to create impact and systems change at scale, combining diverse sources of knowledge and skill with evidence-driven innovation, public policy design and community engagement.

Position Summary

The position leads strategic business development, partnership growth and external engagement activities across Activator, the Health Transformation Lab and broader Policy, Strategy and Impact (PSI) initiatives.

The role is responsible for identifying, cultivating and converting high-value partnership and commercial opportunities that strengthen RMIT's innovation ecosystem, institutional influence, strategic impact and long-term sustainability. Working across industry, government, research, philanthropic and community sectors, the position develops and stewards strategic relationships that enable collaborative programs, innovation initiatives, research translation and ecosystem development.

The role plays a key connective function across RMIT, aligning institutional capability with external opportunities and facilitating cross-university collaboration to maximise the integration, visibility and impact of partnership activity. Representing Activator, the Health Transformation Lab and PSI in senior external forums and strategic engagements, the position strengthens RMIT's profile within entrepreneurship, innovation and health ecosystems while identifying opportunities for institutional leadership and growth.

The position also leads partnership governance, pipeline reporting and operational effectiveness across the portfolio, ensuring activities are strategically prioritised, financially sustainable and aligned with university policy and compliance requirements. In addition, the role leads a small engagement team and oversees strategic marketing and communications activities that build brand presence, deepen stakeholder engagement, increase program participation and support the development of future partnership and commercial opportunities.

Key Accountabilities

- **Strategic Business Development, Pipeline & Commercial Growth:** Lead the identification, cultivation, progression and conversion of a robust pipeline of strategic partnership and business development opportunities aligned with Activator, the Health Transformation Lab, and broader PSI priorities. Develop high-value engagement pathways with industry, government, research and community stakeholders that expand RMIT's innovation ecosystem, institutional reach, strategic impact and commercial sustainability.
- **Partnership Stewardship & Growth:** Develop and steward a portfolio of strategic partnerships, deepening engagement beyond transactional collaboration toward enduring, multi-dimensional alliances. Build trusted relationships with industry, government, research, philanthropic and community stakeholders to unlock new opportunities for collaborative programs, innovation initiatives, research translation and ecosystem development.
- **Institutional Collaboration & Connectivity:** Build and maintain strong cross-institutional networks across RMIT Colleges, Research & Innovation, and strategic portfolios to align institutional capability with external partnership opportunities. Facilitate cross-university collaboration to maximise the integration, visibility and impact of partnership activity across Activator, the Health Transformation Lab, and PSI initiatives.
- **External Representation & Ecosystem Leadership:** Represent Activator, the Health Transformation Lab and PSI in senior external engagements, strategic forums, industry networks and partnership discussions. Strengthen RMIT's profile and influence within entrepreneurship, innovation and health ecosystems by cultivating strategic relationships and identifying emerging opportunities for institutional leadership and collaboration.
- **Governance, Reporting & Operational Effectiveness:** Maintain accurate partnership records, pipeline reporting and stakeholder documentation, ensuring activities are strategically prioritised, appropriately governed, financially sustainable, and aligned with university policies, processes and compliance requirements. Contribute to continuous improvement in partnership systems, workflows and project and partnership operational practices across the portfolio.
- **Team Leadership, Engagement:** Lead, develop and support 1–2 engagement staff, fostering a high-performance, collaborative and mission-driven team culture aligned with Activator, the Health Transformation Lab, and broader PSI values. Direct the strategic marketing and communications function of the joint initiative spanning brand building, content, program awareness and audience engagement to strengthen RMIT's visibility and influence within health, entrepreneurship and innovation ecosystems, drive program participation, and generate conditions for new partnership and commercial opportunities to emerge.

Key Selection Criteria

Essential:

- Demonstrated success in identifying, developing and securing strategic partnership and business development opportunities within a complex innovation, research, university or industry environment.

- Highly developed relationship management and stakeholder engagement skills, with the ability to build and steward long-term partnerships across industry, government, research, philanthropic and community sectors.
- Proven commercial acumen, including experience developing funded partnerships, commercial programs, sponsorships or strategic initiatives that contribute to organisational growth and sustainability.
- Demonstrated ability to work effectively across large and complex institutions, building internal networks and aligning diverse stakeholders around shared strategic objectives and external engagement opportunities.
- Strong understanding of entrepreneurship, innovation, startup and scale-up ecosystems, including the dynamics of research translation, venture development and industry collaboration.
- Highly developed communication, negotiation and representational skills, with the ability to engage credibly and professionally with senior internal and external stakeholders.
- Demonstrated organisational, governance and operational capability, including experience managing pipelines, stakeholder engagement processes, reporting and partnership activities within structured institutional environments.

Desirable:

- Experience working within entrepreneurship, venture capital, accelerator or innovation ecosystem environments.
- Understanding of research commercialisation and the translation of research or technical innovation into real-world application and impact.
- Experience supporting or contributing to place-based innovation, precinct development, or cross-sector ecosystem initiatives.

Qualifications

Relevant tertiary qualification or minimum 5yrs related experience.

Working with Children Check

Appointment to this position is subject to holding a valid Victorian Working with Children Check and other checks as required by the specific role. Maintaining a valid Working With Children Check is a condition of employment at RMIT.