



Partnerships Manager

About SAGC

The South Australian Genomics Centre (SAGC) is a multi-institutional, national genomics and bioinformatics facility that is supported by Bioplatforms Australia (BPA) through the Australian Government's National Collaborative Research Infrastructure Strategy (NCRIS). The SAGC has consolidated genomics and bioinformatics expertise in the state, with a group of more than 10 genomics and bioinformatics staff working side-by-side to deliver innovative genomics and bioinformatics solutions across all areas of genomics research, including agriculture, healthcare and ecology. The SAGC is headquartered in the iconic South Australian Health and Medical Research Institute (SAHMRI) building in the Adelaide CBD.

About the Role

An exciting opportunity now exists for a Partnerships Manager to join the SAGC where you will work closely with the Centre Manager and Scientific Director as a senior member of staff.

The successful candidate will coordinate SAGC's stakeholder engagement initiatives with key academic, clinical and/or industrial stakeholders, grow SAGC's income from external funding bodies, and identify new business and collaboration opportunities. Furthermore, the successful candidate will support SAGC clients to design and cost their genomics projects and support client applications to major national and international funding bodies. To flourish in this role, you will need to be able to work across multiple different genomics-related projects and to possess excellent written, organisational and time-management skills.

There are great opportunities for professional growth and development through your interactions with various SAGC stakeholders across a broad range of sectors (e.g. health, academia, agri-food, environment) and you will be encouraged to participate in professional development opportunities, conferences, seminars and other activities related to this role.

Key Responsibilities

- Coordinate SAGC's stakeholder engagement initiatives with key academic, clinical and/or industrial stakeholders.
- Grow SAGC's income from external funding bodies.
- Develop and implement plans to grow existing business and identify new business and collaboration opportunities.
- Support SAGC clients to design and cost their projects and support client applications to major national and international funding bodies.
- Improve and maintain customer satisfaction levels by liaising with existing and potential clients and understanding their needs.
- Enhance client research outputs by integrating cutting-edge services into projects.
- Actively grow SAGC's brand recognition in SA, nationally and internationally.
- Contribute to the negotiation and implementation of new projects that expand SAGC's partnerships or enhance existing ones.
- Liaise with SAGC's team of genomics and bioinformatics staff to improve and develop processes to enhance SAGC's services.
- Keep track of SAGC's impact, including support for funding applications, publications, IP generation and commercial collaboration.
- Keep up to date with the latest developments in the field of genomics to ensure SAGC services remain at the cutting-edge.
- Any other responsibilities in line with the level of the role as assigned by the SAGC Manager.

Essential Criteria

- Doctoral degree in a relevant area (e.g. Biomedical, environmental or agricultural disciplines) or equivalent experience.
- A minimum of 3 years' professional experience working in a related field.
- Extensive knowledge of funding bodies and experience applying for competitive funding from major funding bodies
- Strong networking skills and experience initiating and maintaining collaborative relationships with partners in the academic, industry or government sectors.
- Comprehensive knowledge of genomics technologies and their applications to research and industrial users.



- Effective interpersonal skills with a demonstrated ability to network and liaise with stakeholders and staff.
- Demonstrated strategic planning skills and ability to work in an organised, methodical way and to manage multiple ongoing projects.
- Ability to work unsupervised for periods of time.

Desirable Criteria

- Prior experience with project organisation tools.
- Prior experience with small database management.
- Highly proficient in both verbal and written communication.
- Track record of peer-reviewed publication in relevant fields.