

Position Description – Industry Partnerships Manager (Engineering and Computer Sciences)

Updated 26/08/2026

POSITION DETAILS	
College/Portfolio	College of Science and Engineering
Organisational Unit	College Services
Supervisor (Title)	Director of College Services
Classification	Higher Education Officer Level 9
Employment Type	Continuing, Full-time

POSITION SUMMARY
The Industry Partnerships Manager is responsible for developing and managing strategic partnerships that strengthen the College's engagement with industry, government, and community sectors across engineering and computer science disciplines. With a particular focus on (but will not be limited to) growing opportunities in defence, sustainable energy, artificial intelligence and cybersecurity. Operating under broad to generally unguided direction, the role drives industry engagement activities that enhances work-integrated learning opportunities for students and strengthening collaboration between industry and academic research activities and leads a developing team of industry partners across a variety of disciplines. The position identifies and develops partnerships that create industry-linked student projects and placements, support activities through Flinders University Science and Engineering Consulting (FUSECo), expand translational research opportunities, maintain industry relationships, and identifying industry needs and assisting in securing projects. A key objective of the role is to act as a key connector between industry and the College, bringing together partners, researchers, staff, and students to establish high-value collaborations, generate new opportunities, and strengthen the College's reputation as a partner of choice for industry engagement and innovation. The role will also manage other Industry Partnerships managers in other disciplines to help build capacity and services in this area across the portfolio of the college.

UNIVERSITY EXPECTATIONS AND VALUES
All staff at Flinders are responsible for understanding their obligations and responsibilities as set out in the University's code of conduct and are expected to: All staff at Flinders are responsible for understanding their obligations and responsibilities as set out in the University's code of conduct and are expected to: - demonstrate commitment to the University's values of Integrity, Courage, Innovation and Excellence - demonstrate consistent alignment with the University's strategic priorities through daily decisions, teamwork and behaviours that reinforce the strategic intent.



- contribute to the efficient and effective functioning of the team or work unit to meet the University's objectives. This includes demonstrating appropriate and professional workplace behaviours, providing assistance to team members, if required, and undertaking other key responsibilities or activities as directed by one's supervisor;
- promote and support an inclusive workplace culture which values diversity and embraces the principles of equal opportunity;
- perform their responsibilities in a manner which reflects and responds to continuous improvement; and
- familiarise themselves and comply with the University's Work Health and Safety, Injury Management and Equal Opportunity policies.

Flinders University is committed to providing a safe, respectful and inclusive environment, free from gender-based violence. Appointment to this role is conditional on the completion of required pre-employment checks and declarations, each of which must be satisfactory to the University. This includes a Gender-Based Violence declaration, in accordance with the National Higher Education Code to Prevent and Respond to Gender-Based Violence (2025), and a Nationally Coordinated Criminal History Check.

KEY POSITION RESPONSIBILITIES

Industry Engagement and Business Development

- Identify, establish and maintain strategic partnerships with industry, government agencies, research organisations and community stakeholders.
- Build and maintain a pipeline of industry-linked projects and industry partners aligned to College capabilities in both teaching and research.
- Actively identify opportunities for industry-funded projects, collaborative initiatives and engagement activities and degree apprenticeship partners from industry.
- Proactively identify complementary interests across academic staff and external partners, facilitate new collaborations, and act as a broker who brings together researchers, industry, government and community organisations to develop long term strategic partnerships.
- To support a positive experience for industry across education and research engagement and translation opportunities.
- Support the negotiation and development of partnership arrangements in collaboration with relevant academic staff and University business units.
- Work directly with academics, particularly those with limited experience in industry engagement, to build confidence, identify opportunities, lower barriers to engagement, and support successful collaboration with external partners.

Operational Management

- Lead, mentor, and develop teams and promote a collaborative, inclusive, and high-performance team culture.
- Set, monitor, and report on KPIs related to partnership activities, including partnership development, engagement, placements and successful research collaborations.
- Foster a culture of innovation, continuous improvement, and service excellence.

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- Develop and review operational policies, procedures, service models and partnership management platforms.

Work-Integrated Learning (WIL) Student Placements, Industry Honours/Master and Enterprise PhDs

- Develop and expand industry placement opportunities for undergraduate and postgraduate students across engineering and computing disciplines.
- Work collaboratively with academic teams to align student placement and project opportunities with curriculum and learning outcomes.
- Work collaboratively with the WIL Support team to build and maintain a portfolio of industry partners willing to host student placements, internships and industry projects.
- Promote the value of work integrated learning and monitor placement quality and stakeholder satisfaction, implementing continuous improvement strategies.
- Manage the end-to-end delivery of the FUSECo placement scheme to support students, incorporating small scale industry projects that are managed internally.
- Proactively identify, develop, and manage strategic partnerships with industry, government, and external stakeholders across engineering and computing sectors, including for industry PhD projects
- Promote the value of Industry Honours and Master projects, Enterprise PhDs and industry placement and monitor quality and stakeholder satisfaction, implementing continuous improvement strategies.

Operational and Strategic Support

- Build strong internal relationships with academic staff, research groups, and College leadership.
- Work collaboratively with research centres, academic leaders and professional staff to identify partnership opportunities.
- Provide strategic advice to academics on engaging with industry and leveraging external opportunities.
- Represent the College at industry events, forums, and engagement activities.
- Liaise and work collaboratively with central University teams involved in research services, advancement, educational pathways, careers and employability, legal services, WIL and student administration.
- Maintain effective communication with internal and external stakeholders regarding partnership opportunities and program outcomes.
- Develop and maintain systems to track industry partnerships, placement activity, and outcomes.
- Prepare reports on engagement performance, placement outcomes, and pipeline development.
- Ensure compliance with University policies, contracts, and risk management requirements.
- Identify opportunities to improve processes, scalability, and impact of engagement activities.
- Contribute to strategic planning activities relating to industry engagement, WIL, degree apprenticeships and external partnerships.
- Monitor industry trends, workforce needs and emerging opportunities relevant to engineering and computing disciplines.
- Undertake other responsibilities as required.

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KEY POSITION CAPABILITIES

Essential

- A relevant tertiary qualification in engineering, computing or related fields.
- Demonstrated understanding of the engineering and computing sectors, including the ability to engage effectively with technical and academic stakeholders.
- Eligibility to obtain and maintain an Australian Defence Security Clearance (NV1).
- Demonstrated leadership and management skills, including team development, change management, and stakeholder engagement.
- Strong understanding of the intersection between higher education, research, innovation, and industry engagement.
- Proven ability to identify, develop, and translate industry engagement opportunities into strategic partnerships, collaborative projects, commercial activities, and funding outcomes.
- Extensive experience developing, managing, and growing strategic partnerships with industry, government, research, and community stakeholders.
- Demonstrated ability to build productive relationships, connect stakeholders, identify complementary expertise, and facilitate collaboration across disciplines and organisations.
- Highly developed communication, negotiation, influencing, and relationship management skills, including the ability to prepare high-quality reports, proposals, and presentations.
- Demonstrated experience developing or coordinating multidisciplinary initiatives involving academic, industry, and government partners.
- Demonstrated ability to supervise, mentor, and support students undertaking placements, internships, work-integrated learning (WIL), and industry projects.
- Strong project management and organisational skills, with the ability to manage multiple priorities and deliver outcomes to deadlines.
- Demonstrated ability to work independently, exercise initiative, and contribute strategically within a complex organisational environment.
- Demonstrated commitment to customer service, continuous improvement, and delivering high-quality stakeholder outcomes.

Desirable

- Experience working within a higher education, research, innovation, or technology-focused environment.
- Understanding of research commercialisation, innovation ecosystems, and university-industry collaboration models.

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