

Business Development Manager

Work type: Part time 0.6 FTE, continuing

Location: Parkville

Melbourne Dental Clinic

Salary: AUD\$80,000 - AUD\$92,000 pro-rata p.a. plus 9.5% superannuation

About Melbourne Dental Clinic

The Melbourne Dental Clinic (MDC) was established by the University of Melbourne in 2013 to provide excellence in clinical education for the next generation of dental professionals and increase access to comprehensive dental care for members of the public.

Our mission is to provide world-class education and training to our students and provide high quality, dental care and exceptional service to our patients. We share the University of Melbourne's mission to be a world-class education and research facility and strive for continuous innovation and excellence in comprehensive dentistry.

About the Role

An exciting opportunity exists for an experienced Business Development Manager to join the Melbourne Dental Clinic (MDC) as a part of the Executive Team. As a new position within the organisation the role will act with broad autonomy to enhance key partnerships, identify and evaluate new opportunities and scope projects. With proven leadership experience, you will work closely with the broader MDC executive team, to deliver major business growth and new development opportunities.

Key responsibilities include:

- Manage the operational direction of business development and marketing ensuring the effective and efficient use of resources, maintaining a high level of customer focus to leverage market position and increase demand and revenue.
- Develop a comprehensive knowledge of the skills and capacities of the MDC in order to support the marketing and business development of teaching and learning opportunities of the clinic
- Monitor trends and opportunities across the sector, and proactively engage stakeholders in the ways that, the MDC can contribute to addressing these priorities and agendas
- Liaise directly with clients and other stakeholders on the delivery of services, ensuring client satisfaction and supplementary activities are identified, and that long term relationships are established and supported

About you

- Relevant tertiary qualifications in Business and or Marketing with demonstrated experience and expertise in a Business Development Manager role that includes, the development and delivery of commercial outcomes

- Experience in leading, and holding financial accountability for, business development activities, with demonstrated commercial acumen
- Demonstrated track record of being highly motivated, proactive and collaborative in approach, with excellent analytical skills, and self-reliant
- Demonstrated capacity to coordinate and facilitate teams/resources to respond to commercial opportunities
- Exceptional interpersonal and communication skills, with the ability to represent the Melbourne Dental Clinic at a senior level to external stakeholders; lead, direct and influence others
- Demonstrated ability to build and maintain effective and productive relationships with a wide range of internal and external groups
- Excellent computer skills including all MS Office products
- The ability to develop robust business case submissions to support new initiatives and changes required

Please submit your application through the APPLY FOR THIS JOB button next to the advertisement on the [SEEK](#) website.

A cover letter, CV and document addressing the key selection criteria listed in the position description will need to be included in your application.

For inquiries please contact Mr Andrew Stott, Andrew.stott@unimelb.edu.au

Applications close: Monday 11 September 2017