

# Position Description

## Head of Corporate Development and Strategy



**LAST UPDATED: December 2021**

**LOCATION: Sydney, NSW or Canberra, ACT**

### ABOUT THE ROLE

The Head of Corporate Development and Strategy role is a key member of the Senior Leadership Team, reporting to the Chief Executive Officer (CEO). You will lead Geoscape Australia's Strategy Chapter and will drive new business and corporate development initiatives that align with Geoscape Australia's strategic direction. It requires broad knowledge of the business and strong commercial acumen to open up new horizons for Geoscape Australia.

### WHAT THE ROLE INVOLVES: RESPONSIBILITIES

- Working with the CEO and the Senior Leadership Team, create feasible and profitable long-term goals, that drive the strategic direction for Geoscape Australia.
- Build the organisation's knowledge of market dynamics, market share changes, and competitive landscape.
- Lead a process to identify and engage strategic business opportunities that will bring accretive revenue and value to Geoscape Australia.
- Work with the CEO to develop strategic partnerships or joint ventures capable of accelerating the execution of strategy.
- Engage the Board, Senior Leadership Team and Strategy Chapter, wherever necessary to qualify new business and/or partnership opportunities (which includes market sizing and product-market fit).
- Engage with government on key strategic and growth initiatives.
- Lead the development of strategic partnership opportunities with international tech and data giants (such as Microsoft, Amazon, Google, Salesforce, Databricks, etc).
- Ensure that appropriate goals are in place and reported against to measure company performance and progress towards strategic goals.
- Contribute to key business initiatives that will enable growth acceleration for Geoscape Australia (such as pricing optimisation, product development, etc.)

Importantly, we need you to be a leading role model of Geoscape Australia's values and enhance our already impressive team culture.

### WHO WE'RE LOOKING FOR: REQUIREMENTS

- Proven experience in strategic planning and operational execution.
- Ability to lead the entire range of problem-solving work from problem definition to analysis, recommendation and the development of implementation plans.
- Ability to lead corporate and business development efforts that align with Geoscape Australia's strategic direction.
- Negotiation skills that result in long standing collaborative and enduring partnerships.
- Ability to translate and communicate complex topics in a variety of forums, tailoring communications to effectively fit and influence the targeted audience.
- Strong executive presence, presentation and communication skills.

- Ability to influence the whole business, act with decisiveness and demonstrate courage, while offering an approachable style and inspiring confidence.
- Ability to work collaboratively with key internal and external leaders, partners, board members, suppliers and customers.
- Master's degree or an equivalent combination of a bachelor's degree and experience.

## **GEOSCAPE AUSTRALIA: JOIN OUR TEAM OF INNOVATORS**

Data was once an abstract idea. Today it's woven through our lives, linking the physical and the digital, informing the choices we make in rapidly evolving social and geographical landscapes.

Geoscape Australia is a trusted source of accessible location data, and an independent and self-funded company owned by the governments of Australia.

Promoting innovation is our cause. In the data-driven economy, our data powers new technologies, products and processes, improves productivity and stimulates economic growth.

With a history of collaboration and a culture of shared thinking, we push beyond what we know today to approach new challenges with a fresh perspective.

The result? For businesses and governments, the data required to make better decisions. For our people, the chance to build a meaningful career solving real-world problems.

### **Are you ready to join us? Our Values**

- **Passionate about people.** We're passionate about making a difference and putting people first in the decisions we make.
- **Proven knowledge.** We have a continual thirst for knowledge, we are experts who are always looking to learn.
- **A leader's mindset.** We're agile and nimble, leading the way through our innovative and creative thinking.
- **Respectful collaborators.** We're respectful, optimistic and encouraging, celebrating diverse backgrounds and perspectives.