

ROLE DESCRIPTION

| ROLE DETAILS | |
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| Role Title: Director Defence Industry - UK | Agency: Defence SA |
| Position No: TBC | Location: Australia House, The Strand, London |
| Type of Appointment: TBA | Date: June 2024 |
| ROLE DESCRIPTION APPROVAL | ACKNOWLEDGEMENT |
| Chief Executive / / | Executive / / |

| ROLE CONTEXT | |
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| Role Summary: | <ul style="list-style-type: none"> This key role will develop opportunities in the defence sector between South Australian and UK companies. It involves identifying potential business ventures for South Australian companies in the UK defence sector and identifying opportunities for UK based defence companies to operate in South Australia. |
| Reporting/ Working Relationships: | <ul style="list-style-type: none"> Reports to the Executive Director Defence and Industry, Defence SA in Adelaide and the Office of the Agent General in London. Will support and maintain close relationships with all relevant security and Defence groups (including ADF, DSTG, Strategic Agencies, CASG, AUKUS), industry, Industry Associations. Maintains close relationships with international industry, Industry Associations and Government representatives in line with major defence projects. Develops and maintains strategic relationships with and provides advice to a range of senior stakeholders, both within and external to the agency, including the Minister, Chief Executive, other State and Commonwealth agencies, industry groups and representatives, and other key organisations. |
| Special Conditions: | <ul style="list-style-type: none"> Out-of-hours work will be required on a regular basis. Some local and international, travel is required. A current UK Driver's Licence is required. Enter into an annual performance agreement. Must hold or be eligible to hold a UK or Australian Security Clearance, therefore Australian or British Citizenship is required. |

| QUALIFICATIONS | |
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| Essential | <ul style="list-style-type: none"> Bachelor degree in Business, International Relations, Economics, or related field. Masters degree preferred. Relevant experience in government or industry in the defence sector |
| Desirable | <ul style="list-style-type: none"> Defence Security Clearance Understanding and knowledge of the Australian defence sector Understanding and knowledge of the UK shipbuilding industry |



KEY RESPONSIBILITIES AND INDICATIVE OUTCOMES

- Develop and implement a strategy to promote opportunities by leveraging major defence projects and emerging opportunities, including AUKUS in the United Kingdom and Europe.
- Cultivate and maintain strong relationships with key defence sector stakeholders including government agencies, industry, industry associations, businesses, and investors.
- Provide expert advice and support to South Australian based defence businesses seeking to expand internationally, including market research, identification of opportunities, and guidance on market entry strategies.
- Facilitate trade missions, business delegations, and networking events to showcase South Australia's capabilities in the defence sector.
- Monitor market trends, regulatory changes, and competitive landscapes in the UK defence ecosystem to inform strategic decision-making and identify emerging opportunities and challenges.
- Collaborate with internal teams and external partners to coordinate participation in trade and investment promotion activities, including supporting marketing campaigns, seminars, and trade shows in the defence sector.
- Represent South Australia at international defence conferences, seminars, and other events to promote the state's competitive advantages and foster relationships with key stakeholders.
- Participate and lead public speaking and engagement activities to promote opportunities in the defence sector.
- Prepare reports, briefings, and presentations for senior management and government officials to communicate progress, outcomes, and recommendations.
- Coordinate VIP visits.
- Manage resources, including budgets to support initiatives.

SPECIFIC TECHNICAL KNOWLEDGE/SKILLS/EXPERIENCE

- Proven experience in international business development, trade promotion, or investment attraction, preferably within a defence, government or diplomatic context.
- Demonstrated understanding of the global defence industry, global trade dynamics, investment trends, and economic development strategies.
- Strong networking and relationship-building skills in the defence sector in the UK and Europe with the ability to engage effectively with diverse stakeholders at all levels.
- Excellent communication representation and interpersonal skills, both verbal and written, with the ability to convey complex information clearly and persuasively.
- Strategic thinker with the ability to analyse market data, identify opportunities, and develop innovative solutions to achieve objectives.
- Flexibility to travel domestically and internationally as required.
- Demonstrated experience in successful client/customer relationship management is required.
- An outstanding record of achievement at senior management level in a research organisation or the defence industry sector; preferably in maritime / ship / submarine building.
- Track record in developing business initiatives and facilitating activities, including the identification of opportunities, assessment of technical and commercial viability, and negotiating outcomes.
- Ability to work with boards and senior stakeholders with a record of providing expert advice to industry, the research sector and government.
- Experience with research commercialisation is desirable.



CORPORATE RESPONSIBILITIES

- You ensure your own personal safety and that of your co-workers and other workers by maintaining awareness, complying with OAG policies and procedures.
- You maintain accurate and complete records of business activities in accordance with the OAG policies and procedures.
- You utilise resources and information in a responsible and accountable manner and comply with all OAG financial, human resources, procurement and other policies and procedures.
- Assist in creating and maintaining a diverse, accessible, inclusive and culturally safe workplace to enable us to reflect our community.
- At all times acting in a manner that is non-threatening, courteous and respectful.
- You participate in OAG and Defence SA's performance review process.
- You implement and maintain security in line with OAG and Australia House policies.
- You demonstrate a commitment to supporting a culture of zero tolerance towards violence against women in the workplace and community.
- You value and demonstrate the South Australian Public Sector Values of Service, Professionalism, Trust, Respect, Collaboration and Engagement, Honesty and Integrity, Courage and Tenacity and Sustainability

SOUTH AUSTRALIAN EXECUTIVE SERVICE (SAES) CORE COMPETENCIES

Shapes Strategic Thinking and Change

Anticipates and plans for future events, trends, problems and opportunities and exercise sound judgement. Develop creative solutions, stimulating new ways of thinking and solving problems.

Key Elements of the Competency:

- Creates vision
- Inspires
- Thinks and Acts Strategically
- Leads and Influences Change
- Solves problems

Achieves Results

Makes timely, quality decisions taking a broad range of factors into consideration. Evaluates reasonable risk taking opportunities. Sets broad organisational goals and priorities in order to drive results consistent with government direction and public expectations.

Key Elements of the Competency:

- Achieves and Delivers Results
- Drives Organisational Effectiveness
- Exercise Sound Judgement
- Manages Compliance with Legislation
- Assumes Accountability
- Applies Technical Expertise
- Evaluates

Drives Business Excellence

Builds an effective, sustainable and high performing organisation through leadership. Engages and aligns human, financial and information resources to achieve strategic targets. Plans for future organisational needs to minimise risk and maximise opportunity. Leads organisational change that maximises results.

Key Elements of the Competency:

- Influences Organisational Performance
- Predicts and Plans for Future
- Leads and Develops People
- Builds Capability and Expertise
- Directs Resources Forges
- Promotes a Customer Service Ethos

Organisational Needs Relationships and Engages Others

Builds effective working relationships, networks and partnerships with internal and external bodies at all levels. Creates a commitment to customer service excellence. Actively listens to what others have to say and responds in a clear, concise and diplomatic manner. Adapts communication style as appropriate.

Key Elements of the Competency:

- Develops and Uses Political Savvy
- Negotiates and Influences
- Manages Conflict
- Promotes Information Sharing and the Gathering of Knowledge
- Communicates Clearly and Adapts to Audience
- Establishes and Maintains Strategic Networks

Exemplifies Personal Drive and Professionalism

Models ethical practice and embeds the values of the public sector into the culture of the organisation. Acts with integrity while promoting consistency among principles, values and behaviours. Sets challenging personal and organisational performance standards and pursues them with passion and energy.

Key Elements of the Competency:

- Models the South Australian Executive Service Values
- Engages with Risk and Shows Personal Courage
- Displays Flexibility and Resilience
- Demonstrates Self Awareness and a Commitment to Personal Development
- Promotes and Integrates Diversity into the Workplace
- Values Wellbeing for Self and Others