

## JOB AD

### SSE OPPORTUNITY: DIRECTOR, ENTREPRENEURSHIP

- Lead and inspire a dynamic and creative team to create and deliver entrepreneurial initiatives, professional development and Work Integrated Learning education programs.
- Work at the intersection of education, industry, government, and community, delivering impact across diverse markets and geographic reach.
- Build and grow your networks across local, domestic and global spheres.
- Contribute to the economic advancement of New South Wales.
- Attractive salary + super + salary sacrifice and professional development opportunities.

### HOW TO APPLY

Send your (1) cover letter, (2) CV and response to (3) Selection Criteria (see Position Description) to Dr Sarah Jones, Chief Executive Officer, [sarah.jones@sse.edu.au](mailto:sarah.jones@sse.edu.au) by 5pm, Friday 8 October 2021.

For more information about this role and salary discussions, contact Sarah Jones [sarah.jones@sse.edu.au](mailto:sarah.jones@sse.edu.au) 0477 003 753

## POSITION DETAIL

POSITION TITLE	Director, Entrepreneurship
REPORTS TO	CEO
DIRECT REPORTS	2 to 3 FTE (plus casuals and other staff according to need)
WEBSITE	<a href="http://www.sse.edu.au">www.sse.edu.au</a>

## CONTEXT AND ACCOUNTABILITY

Working closely with and reporting to the Chief Executive Officer (CEO), the Director, Entrepreneurship is responsible for product design and development functions of SSE as well as supporting the end-to-end sales and marketing strategies of the business. This role plays a pivotal role in creating and commercialising new entrepreneurial initiatives and education programs for **SSE's diverse customers, including, SSE's member institutions, secondary schools, the commercial sector, and government.** Beyond educational and entrepreneurial programs, the incumbent will drive a range of bespoke projects with entrepreneurship, innovation and creativity at their core. From pre-sales through to delivery, the Director, Entrepreneurship will shape and oversee every aspect of this innovative portfolio at every stage. The incumbent will utilise their entrepreneurial **and commercial experience to influence and deliver these projects in line with SSE's organisational strategy.**

**SSE's offering is evolving rapidly to deliver on the changing needs of learners, industry and member institutions.** The incumbent will bring extensive real-world knowledge of entrepreneurship from either their own entrepreneurial venturing, or from hands-on commercial intrapreneurship experience.

## OVERVIEW OF THE SCHOOL AND POSITION CONTEXT

SSE is **Australia's first, and only, Government-**initiated School of Entrepreneurship. It was established to enhance and embed growth mindsets, entrepreneurial skills, and innovative thinking, across diverse communities—empowering positive global impact both now **and in the future.** **SSE's global networks and community impact** is espoused by a unique foundation and structure: a not-for-profit organization, with a powerful association of founding member institutions comprising all 11 NSW Universities and TAFE NSW.

SSE's participants span a broad range of industries and interests. Through experiential learning and development, our participants emerge ready to adapt and succeed in an ever-changing society, confident to impress impact on the world.

Reporting to the CEO, the Director, Entrepreneurship is responsible for leading and inspiring the Entrepreneurship Team on a day-to-day basis to achieve the delivery of SSE's vision and purpose, and works closely with other Directors to enable the optimal execution of strategy and the delivery of services across the SSE business. The Director, Entrepreneurship will inspire change and deliver impact for SSE.

The Director, Entrepreneurship will partner with the CEO in representing SSE in the field, working collaboratively with the whole SSE team to develop partnerships, business development, inform marketing and communications, and lead sustainable, scalable, program delivery. The Director, Entrepreneurship will be responsive and empowering with the ability to get people to an outcome quickly. Ideally, with a start-up background, strong understanding of business and breadth of entrepreneurship, the Director, Entrepreneurship will scope the design of the learning experience and deliver real-world solutions.

## KEY ACCOUNTABILITIES

		<i>Frequency</i>
1.	Conceive, create and commercialise new entrepreneurial initiatives and education programs for SSE's clients as aligned with SSE's values and strategy.	<i>Ongoing</i>
2.	Develop and drive <b>the strategy to strengthen SSE's reputation for being a leader in entrepreneurship and connector across a diverse ecosystem.</b>	<i>Ongoing</i>
3.	Lead the day-to-day management of the Entrepreneurship Team, providing strong leadership and mentorship to a team of professionals to facilitate the ongoing development, analysis and expansion of <b>SSE's programs</b> to enable the achievement of <b>SSE's strategy goals.</b>	<i>Ongoing</i>
4.	Drive a range of bespoke projects with entrepreneurship, innovation and creativity at their core. From pre-sales through to delivery, shape and oversee every aspect of this innovative portfolio.	<i>Ongoing</i>
5.	Lead and maintain strategic, and value-add, partnerships and alliances to position SSE as the forerunner in entrepreneurial training and education.	<i>Ongoing</i>
6.	Initiate, facilitate and close new business development opportunities, including creation of bespoke proposals, grants and program prospectus	<i>Ongoing</i>
7.	Work with SSE's Growth Marketing Lead to influence the creation and implementation of marketing and communications strategy to position and grow the <b>adoption of SSE's programs and services.</b>	<i>Ongoing</i>
8.	Strategically lead the development, market testing and project delivery of the Innovation and capacity-building program stream, including finalise program design and delivery requirements, ensuring quality learner experience and strategic impact.	<i>Ongoing</i>
9.	As an expert in the value of innovation and entrepreneurship, utilise knowledge and research of market trends and issues to leverage, and strategically position, opportunities for collaboration that will foster engagement and markedly channel prospective business to SSE.	<i>Ongoing</i>
10.	Strong advocacy to influence stakeholders, lead and sponsor entrepreneurship in the startup ecosystem in Sydney and broadly throughout Australia and the globe.	<i>Ongoing</i>
11.	Embed and promote a culture of continuous improvement and risk management. Lead program reviews to ensure current and new program align with SSE strategy, responds to market demand and are financially viable.	<i>Ongoing</i>
12.	<b>Perform any other work activities relevant to the role's key accountabilities as approved by the CEO and commensurate to the role's classification level</b>	<i>Ongoing</i>
13.	Some state-wide travel may be required in the context of achieving strategic outcomes and key accountabilities	<i>Ongoing</i>

## KEY RELATIONSHIPS

### INTERNAL

MAIN CONTACT	FREQUENCY	PURPOSE
CEO	As required	In the context of relevant Key Accountabilities
SSE Directors	As required	In the context of relevant Key Accountabilities
SSE staff and casuals – all levels	As required	In the context of relevant Key Accountabilities

### EXTERNAL

MAIN CONTACT	FREQUENCY	PURPOSE
Prospective customers	As required	In the context of relevant Key Accountabilities
<b>SSE's talent pool ('The Brains Trust')</b> of Facilitators, Program Associates, Entrepreneurs/ Experts in Residence	As required	In the context of relevant Key Accountabilities
Board and Committee Members	As required	In the context of relevant Key Accountabilities
University and TAFE NSW Members	As required	In the context of relevant Key Accountabilities
Community, industry and professional partners and stakeholders	As required	In the context of relevant Key Accountabilities
Service Providers: suppliers, and other vendors and stakeholders	As required	In the context of relevant Key Accountabilities

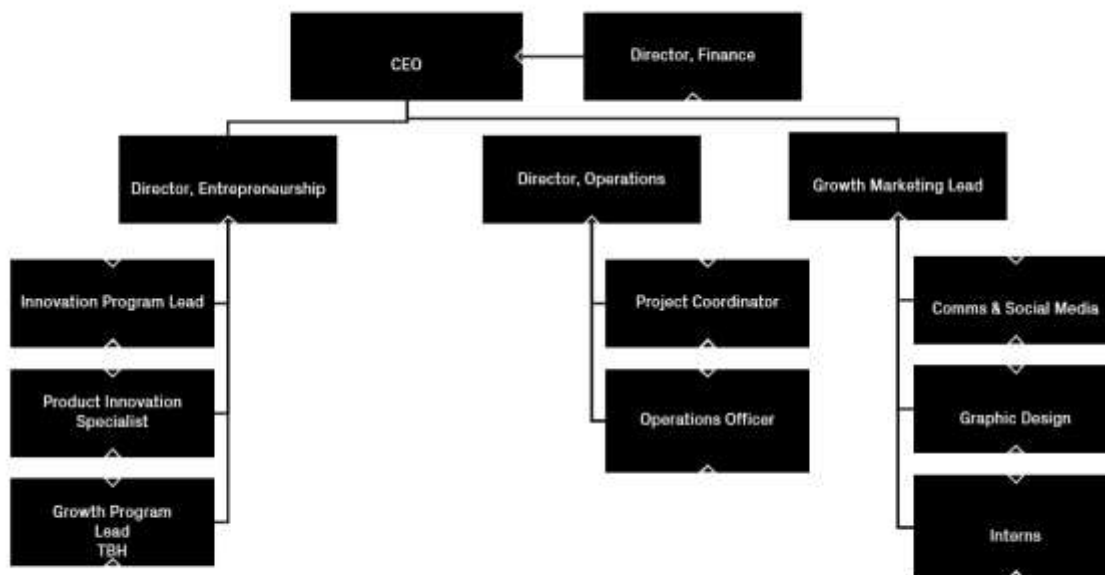
### STAFF DATA

Direct reports	N/A
Indirect reports	Various/ as required

## SELECTION CRITERIA

EXPERIENCE, SKILLS AND QUALIFICATIONS	ESSENTIAL	DESIRABLE
Demonstrated real-world knowledge of entrepreneurship from either own entrepreneurial venturing or from hands-on commercial intrapreneurship experience.	X	
Demonstrated real-world experience in launching new product/services or commercialising 'know-how' through digital learning products.	X	
Skilled in initiating and supporting organisational growth and change. Ability to identify business opportunities, and initiate, lead and implement new programs.	X	
Demonstrated ability to rapidly construct and deploy market tests to validate desirability and commercial viability of new products/services.	X	
Demonstrated high-level problem solving and organisational skills, including the ability to independently prioritise competing work demands and an ability to identify and initiate improvements to business practices.	X	
Excellent communication and presentation skills both verbal and written.	X	
Demonstrated high level of interpersonal skills including the ability to lead a team day-to-day, negotiate, provide advice, and liaise with a wide range of stakeholders.	X	
Familiarity in the design and development process of experiential - learning programs both in face-to-face and online delivery formats.	X	
An advanced user of Microsoft Office applications, data bases, CRM and associated software.		X

## ORGANISATIONAL CHART



## WORKING WITH CHILDREN

Working with Children Check clearance must be obtained (at the company's expense). Please refer to the Working with Children Policy for further information.	Yes
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## EQUAL EMPLOYMENT OPPORTUNITY / AFFIRMATIVE ACTION


Demonstrated understanding of the incorporation into SSE life of the principles of Equal Employment Opportunity and Affirmative Action <a href="#">EOOnline</a> ; and ability to work positively with staff, students, clients and others from a diverse range of backgrounds.
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## WORK HEALTH AND SAFETY (WHS)

Understand your WHS responsibilities and actively ensure the health, safety and wellbeing of <b>yourself and others at work in accordance with the University's WHS policy and procedures</b> and as described in the <a href="#">role responsibilities</a> of the WHS policy.
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## AUTHORISATION

The Supervisor and Appointed Delegate confirm that this is a true reflection of the duties and accountabilities of this role.

SUPERVISOR	Position Title:	Chief Executive Officer Sarah Jones	
	Name:		