



# **MTPConnect**

Australia's Life Sciences  
**Innovation Accelerator**

## **SENIOR THERAPEUTIC COMMERCIALISATION SPECIALIST:**

Targeted Translation Research  
Accelerator (TTRA) for Diabetes  
and Cardiovascular Disease

**Reports to:** Senior Director, TTRA Program, MTPConnect

**Type:** Full time, Fixed term to 31 12 2028

**Location:** Australia (Melbourne preferred)



Australian Government  
Department of Industry,  
Science and Resources

## About MTPConnect

MTPConnect is Australia's Life Sciences Innovation Accelerator – an independent, not-for-profit organisation established by the Australian Government to champion the continuing growth of Australia's vibrant medical products sector.

MTPConnect forges stronger connections between research and industry to help maximise opportunities for Australians to not only make scientific and technological breakthroughs, but to see them developed through the proof-of-concept stage and successfully translated and commercialised.

We achieve these outcomes with a focus on improving collaboration and commercialisation, funding cutting-edge innovations, improving management and workforce skills, optimising the regulatory and policy environment and improving access to global supply chains and strategic international markets.

MTPConnect also operates accelerator programs to support the development of cutting-edge medical technology, biotechnology and pharmaceutical innovations, with more than A\$180 million invested so far in 200 projects.

MTPConnect has a great culture driven by high-performance, collaborative team members. Head Office is in Melbourne, with hubs in South Australia, Queensland and Western Australia and team members in NSW. Remote and/or working from home arrangements for employees are supported.

## About the Targeted Translation Research Accelerator program

MTPConnect has administered the inaugural \$47 million Targeted Translation Research Accelerator (TTRA) program for diabetes and cardiovascular disease (D&CVD) for the Medical Research Future Fund (MRFF) since 2020.

In 2024, MTPConnect was awarded a further \$28.5 million from the MRFF to build on the existing program. The new funding opportunities aim to improve the health and wellbeing of Australians by accelerating into practice promising drugs and devices that reduce the burden of cardiovascular disease and complications of diabetes for patients, carers, families and community.

In delivering the new TTRA funding opportunities for drugs and devices, MTPConnect has partnered with CSL and Roche Diagnostics respectively.

## Role Overview

The Senior Therapeutic Commercialisation Specialist for the TTRA program will be employed by MTPConnect and seconded to CSL. The role reports to MTPConnect's Senior Director for the TTRA program. The role will work closely with the TTRA program's in-house specialist and delivery teams at MTPConnect, and the Research External Innovation and Cardiorenal Therapeutic Area teams at CSL. Both MTPConnect and CSL are headquartered in Melbourne, Australia.

In this role, you will engage widely with SMEs across the biotech sector in Australia specifically focused on Diabetes and Cardiovascular Disease (D&CVD). Working hand in hand with MTPConnect's in-house specialists, you will drive the therapeutics funding stream from review of funding applications through to providing mentoring support and advice to successfully funded SMEs to improve their capability in translation and knowledge of the commercialisation process for therapeutics. You will also lead the design, delivery and coordination of a range of high-value project acceleration activities and events for the funded SMEs to enable them to springboard to the next investment opportunity.

Success in this role will require personal initiative, scientific and commercialisation expertise, strategic planning and strong stakeholder management skills to cultivate relationships with SMEs/industry, academics, consultants, venture capital and CROs. A proven track record in pre-clinical and clinical drug development and strong project management skills are critical to this role.

## Key Duties and Responsibilities

Working within established processes and parameters of the program, you will:

- Set up the TTRA funding opportunity including leading the application process, ensuring scientifically and independent rigorous review of applications, supporting applicants through due diligence, and providing feedback on all outcomes.
- Support the development and implementation of commercialisation strategies for therapeutic SMEs.
- Design and deliver tailored project acceleration support workshops and other extracurricular offerings to funded SMEs.
- Deliver flagship events nationally (TTRA Partnering Summit) and internationally (BIO International Convention)
- Provide support to funded SMEs and ensure they have well-defined project plans with clear and measurable milestones and go/no-go decision points appropriate for their stage of development
- Provide advice and mentoring to funded SMEs for the duration of their funding terms, ensuring they achieve milestones and go/no-go decision points, and are supported to overcome challenges.
- Facilitate partnerships between SMEs and key stakeholders, including investors, industry partners, consultants and CROs.
- Support SMEs in identifying funding opportunities, preparing for investment pitches, and securing grants or venture capital.
- Contribute to the establishment of internal operational and project management procedures to ensure effective due diligence, risk management and assessment is made.
- Be responsible for monitoring and reporting progress against the funded SMEs contracted project plan and budget to MTPConnect's specialist and delivery teams to enable open and transparent discussion of challenges and proposed corrective actions.
- Work closely with CSL Research External Innovation team to leverage and coordinate delivery of a range of activities to support the Australian biotech ecosystem.
- Support CSL's Cardioresenal Therapeutic Area team to identify and evaluate collaboration opportunities.
- Other duties as required from time to time.

## Personal Attributes

The Therapeutic Commercialisation Specialist will contribute to achieving MTPConnect's vision by:

- Acting with integrity and discretion, setting high standards of professionalism.
- Being passionate about improving outcomes for patients living with cardiovascular disease and diabetes.
- Possessing excellent communication and influencing skills, with the demonstrated ability to effectively communicate at a range of levels on a range of topics.
- Excellent organisational and prioritisation skills and an ability to align effort to defined objectives to deliver value.

- Excellent and proven people/stakeholder management and presentation skills. Demonstrated ability to be effective in a complex stakeholder environment.
- Being a self-starter who prides themselves on being driven, proactive and resourceful.
- Providing enthusiasm, support and advice to the Australian biotech ecosystem.
- Having resource planning, scheduling and budgeting skills.

### Required Skills and Knowledge

- Demonstrated experience in commercialisation of novel therapeutics essential.
- Therapeutic knowledge in cardiovascular disease and/or diabetes complications will be highly regarded.
- Strong networks nationally and/or internationally in the biotech sector essential.
- Experience in the start-up/SME biotech sector, including an understanding of the local funding and support landscape highly desirable.
- Demonstrated track record of successful, long-term working relationships on industry-led projects advantageous.
- Strong working knowledge of the drug development process, with experience across any of the following considered beneficial: pre-clinical and clinical phases, including pharmacology, DMPK, toxicology and regulatory requirements; knowledge of relevant documentation and data required to support successful IND or CTA filings; clinical trial experience; familiarity with the preparation, management and development of legal agreements, patent filings and intellectual property strategies.
- Proven ability to contribute at a technical level to multiple programs simultaneously.
- Demonstrated experience in strategic planning, development of customised plans and decision analysis particularly for projects at an early stage highly desirable.

### Qualifications

- University post-graduate education (Life sciences / Health / Business / Law preferred)

## Job Environment

- Role will be employed by MTPConnect but seconded into CSL (Research External Innovation team) full-time.
- Melbourne, Victoria is the preferred location due to proximity to CSL and MTPConnect headquarters but candidates based in other states will also be considered.
- Interstate travel required (frequency will depend on where candidate and TTRA recipients are based).
- International travel required (once per year).
- Role will be working with a global team and may require some activities to be conducted outside of standard working hours. Flexible working arrangements are encouraged.

## About CSL

CSL is a leading global biotechnology company with a dynamic portfolio of lifesaving medicines, including those that treat hemophilia and immune deficiencies, as well as vaccines to prevent influenza. Since our start in 1916, we have been driven by our promise to save lives using the latest technologies. Today, CSL – including our three businesses, CSL Behring, CSL Seqirus and CSL Vifor – provides lifesaving products to patients in more than 100 countries and employs 32,000 people. In Australia, CSL's major hubs are in Melbourne including R&D and headquarter buildings at CSL Melbourne and the Bio21 Institute.

**This position description provides a summary of key features of the role. It may be varied as necessary by MTPConnect from time to time.**



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CONTACT US FOR FURTHER  
**INFORMATION**

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