

**CSIRO Monday Mail, Dr Geoff Garrett's internal newsletter to all staff
27 March 2006**

Introducing Rod Hill, in his new role as Executive Director, Business Development (BD).

Effective business development is vital to the ongoing success of CSIRO and Rod is looking forward to taking on the challenges of business development full-time from 1 July 2006¹

In taking on his new role, Rod sees Business Development as critical to all activities in CSIRO "Now more than ever we must focus on building strong relationships across all our community and industry driven research, and make sure we deliver impact for all Australians".

Rod will work closely with the BD leaders within the Divisions and he will be supported by Rick Ede, Acting General Manager Business Development (also Director Ensis Investments) and the Business Development Council.

Rod says "It is essential that we continuously improve the quality of our relationships with stakeholders and customers, and communicate the value we can deliver to them through the Divisions, Joint Ventures and Flagships."

Rod has always had passion for science and has 25 years research experience in mineralogy and crystallography, and led the Division of Minerals for five years. He has been a Group Executive for the Information, Manufacturing and Minerals Group (and previously the Sustainable Minerals and Energy Group) since 2002. He hopes his understanding of how research is done, and how it can be translated to others, will assist the business development network to foster strong relationships between CSIRO's scientists and the end-users of their research.

In addition, Rod says we must pay close attention to our science; "We need to understand how we can best contribute to the national innovation system, identify where we can make the greatest difference and build our long term science capabilities accordingly". Close relationships with our external stakeholders – in meeting and anticipating these needs – are essential to helping define our short, medium and longer term research agendas.

Rod intends to maintain his own strong connection to science - he is currently taking three weeks leave overseas to pursue his personal interest in astronomy – and is looking forward to developing CSIRO's National Facilities strategy (for example, CSIRO's engagement with the Australian Synchrotron). Rod will also be responsible for coordinating our commitment to Cooperative Research Centres and working to build and enhance our relationships with SMEs – a critical component of the Australian economy.

With Rod's new responsibilities, Michael Barber (currently Executive Director: Science Planning) will take on the role of Group Executive of the Information, Manufacturing and Minerals Group for the 06/07 financial year. Michael will be profiled in a future edition of Monday Mail.

A small Science Team working within the Office of the Chief Executive, comprising Jim Peacock, Tony Haymet and Attila Brungs will take on many of Michael's current responsibilities for initiatives related to science leadership, science quality/assessment and our PhD/Postdoctoral research training and education. The team will work alongside the Executive team and provide science input into our current strategic planning process.

¹The new position on the Executive Team of Executive Director: Business Development, and Rod's appointment, was approved at the last meeting of the Board.

