

POSITION DESCRIPTION

Position Title	Product Development and Delivery Lead		
Organisational Unit	Faculty of Education and Arts		
Functional Unit	Floreo Hub		
Nominated Supervisor	Senior Manager Strategy and Operations - Floreo Hub		
Classification	HEW 8		
CDF Level	CDF1	Position Number	10613606
Attendance Type	Full Time	Date reviewed	06-AUG-2026

ABOUT AUSTRALIAN CATHOLIC UNIVERSITY

ACU has a bold vision for its future. Our Vision 2033 is our landmark statement of strategic direction for ACU's mission as a Catholic university to constitute a 'Christian presence in the university world confronting the great problems of society and culture'. Our mission is to help shape the coming generations in Australia and beyond, by enabling flourishing lives, fostering thriving communities, and building a more ethical future.

Our Catholic mission informs everything we do – challenging us to respect the dignity of the human person, serve the common good, and embed ethical and social justice considerations throughout our teaching and research. We strive to live our core values of truth, excellence, and service.

We are a publicly funded university, and while we are young, we have grown significantly and we and we are making our mark: we are one of the largest university contributors to the care economy in Australia and rank among the top universities worldwide. We have seven campuses around Australia, more than 200 partner universities on six continents, and a campus in Rome, Italy.

We prioritise our staff, supporting their growth with a positive culture, generous leave, and flexible work arrangements. We invite all staff to engage with our mission in whatever way is most meaningful to them – whether as Catholics, as members of other churches and faiths, or as people with no religious affiliation but who are willing to embrace our vision, mission and strategic direction. We continue to invest in our facilities and workplaces and actively involve staff in shaping the future direction of the organisation.

For further information about the university please refer to ACU's [organisational structure](#).

ABOUT THE FACULTY OF EDUCATION AND ARTS

The Faculty of Education and Arts encompasses two nationally recognised schools – the National School of Education and the National School of Arts and Humanities – and four leading research institutes: the Institute for Positive Psychology and Education, the Institute for Learning Sciences and Teacher Education, the Institute for Child Protection Studies, and the Institute for Humanities and Social Sciences. The Faculty also hosts several specialised programs and centres, including the Australian Centre for the Advancement of Literacy, the Clinic for the Advancement of Literacy, the Ancient Israel Program, and the Western Civilisation Program. The Faculty is widely regarded for its excellence in teacher education and its impact in the humanities and social sciences, especially in history, politics and sociology.

Operating across our campuses in Ballarat, Brisbane, Canberra, Melbourne, North Sydney, Strathfield, Blacktown and internationally in Rome (Italy), the Faculty supports a vibrant and inclusive community of more than 11,000 students. It offers a dynamic program of teaching and research for both students and staff. Through strategic research partnerships, global exchange opportunities, and community engagement, the Faculty builds enduring relationships with universities and organisations across the public, private and community sectors.

ABOUT PROFESSIONAL SERVICES HUB

The Faculty Professional Services Hub within the Faculty of Education and Arts is a collaborative team comprised of professional staff that deliver Faculty-based services.

The hub's purpose is the integration and collaboration of professional services to ensure a seamless experience for all staff and students. By bringing together our people, resources and expertise, the hub streamlines processes and enhances efficiency in service delivery.

As one of six hubs across the university, the Professional Services Hub plays a vital role in delivering integrated services for ACU. It fosters communication and cooperation between different departments and units, facilitating a cohesive approach to meeting the diverse needs of staff and students alike.

ABOUT THE FLOREO HUB

The Floreo Hub is the Faculty of Education and Arts' strategic platform for research translation, partnership development, education innovation and impact generation.

Established to strengthen connections between research, education and external engagement, Floreo brings together academics, researchers, professional staff and partners to address complex challenges through evidence-informed solutions. Working with partners in education, government, community and industry settings, Floreo supports the translation of research and expertise into educational offerings, consultancy and advisory services, and policy and practice initiatives.

By taking ideas and research through to implementation and scale, Floreo contributes to ACU's mission, strengthens research impact, expands and strengthens our partnerships and supports sustainable growth across the Faculty's areas of strategic strength.

POSITION PURPOSE

The Product Development and Delivery Lead plays a key role in expanding the Faculty of Education and Arts' portfolio of innovative education products and positioning the Faculty for growth across domestic and international markets. Working under the direction of the Deputy Dean Global and National Manager(Floreo Hub), and in close collaboration with the Associate Dean Innovation and Partnerships and Research Translation Lead, the role brings together academics, subject matter experts, professional staff and partners to co-design and develop high-quality educational offerings that translate research, expertise and emerging opportunities into practical solutions that create impact, respond to sector needs, and strengthen the Faculty's reputation and reach.

The position is responsible for leading products through the full lifecycle, from concept development and market assessment through to implementation, delivery and ongoing enhancement. This includes executive education, professional learning, micro credentials, short courses, transnational education initiatives and other partnership-based offerings.

The role works closely with internal and external stakeholders to identify opportunities, shape product concepts and
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develop delivery models that create value for learners and partners. It also contributes to the development of licensing, partnership and revenue-sharing approaches that support the sustainable growth and dissemination of the Faculty's intellectual property, educational expertise and research-informed practice.

Through the development of distinctive, evidence-informed learning products, the Product Development and Delivery Lead supports research translation, fosters meaningful engagement with partners, and helps build a sustainable pipeline of offerings that extend the reach, impact and reputation of the Faculty locally, nationally and internationally.

KEY RESPONSIBILITIES

Introduction

A number of frameworks and standards express the University's expectations of the conduct, capability, participation and contribution of staff. These are listed below:

- [ACU's Vision 2033](#)
- [Catholic Identity and Mission](#)
- [Code of Conduct for all staff](#)
- [ACU Capability Development Framework](#)
- [ACU Staff Enterprise Agreement 2022-2025](#)
- [ACU Staff Reconciliation Action Plan](#)

The [Capability Development Framework](#) describes the core competencies needed in all ACU staff to achieve the university's strategy and supports its mission.

Responsibility	Scope
Provide strategic leadership in the development and management of education products across domestic and international markets, ensuring alignment with Faculty, Floreo Hub and University strategic priorities, from concept and design through to implementation, launch, evaluation and continuous improvement.	The position contributes to activities; outcomes and goals; that are implemented and have impact across the University
Work with academic subject matter experts and external partners to translate research, expertise and identified needs into scalable education products, executive education offerings, professional learning programs, micro credentials and transnational education opportunities.	The position mainly contributes to activities; outcomes and goals within the faculty/directorate/organisational unit
Undertake product opportunity assessment, market analysis and feasibility planning, applying market intelligence, partner insight and commercial judgement to inform investment and progression decisions.	The position mainly contributes to activities; outcomes and goals within the faculty/directorate/organisational unit
Develop business cases, pricing approaches, licensing arrangements, revenue-sharing models and commercial propositions that support domestic and international product delivery, including transnational education partnerships.	The position mainly contributes to activities; outcomes and goals within the faculty/directorate/organisational unit
Coordinate activity across schools, research institutes, CEI, Global Engagement, MER, Student Recruitment, Admissions and external partners to support product implementation and delivery readiness.	The position contributes to activities; outcomes and goals; that are implemented and have impact across the University

Responsibility	Scope
Develop and maintain product development frameworks, templates, workflows and quality assurance approaches that support scalable and consistent product delivery.	The position mainly contributes to activities; outcomes and goals within the faculty/directorate/organisational unit
Lead the development and progression of transnational education products and delivery models, including supporting market entry, localisation, partnership design and implementation planning across international jurisdictions.	The position mainly contributes to activities; outcomes and goals within the faculty/directorate/organisational unit
Provide specialist advice regarding transnational education opportunities, market trends, regulatory considerations, jurisdictional requirements, partnership models and emerging product opportunities to support the Faculty's international growth agenda.	The position mainly contributes to activities; outcomes and goals within the faculty/directorate/organisational unit
Maintain and utilise product and business development systems and processes, including CRM and pipeline tracking, to monitor product performance, identify opportunities for enhancement and provide strategic recommendations that support portfolio growth, impact and sustainability.	The position mainly contributes to activities; outcomes and goals within their immediate team or work unit

HOW THE ROLE OPERATES

The position seeks commercial opportunities to improve core business to help ACU meet organisational objectives.
The position requires resilience and adaptability to be able to respond to changes in the sector and business landscape and identify areas of improvement.
The position will need to influence and win the support of others to achieve mutually beneficial outcomes.
This position does not have managerial responsibilities.

SELECTION CRITERIA

Qualifications, skills, knowledge and experience:	• Qualification - Completion of, or progress towards, postgraduate qualifications and extensive relevant experience in product management; or an equivalent combination of relevant experience and/or education/training. Experience in higher education sector desirable. • Experience - Demonstrated leadership for the development and implementation of education products across the full product lifecycle, including executive education, professional learning, micro credentials and transnational education offerings. • Experience - Experience working closely with academics and or subject matter experts, to translate research, teaching and learning into scalable educational products and commercial offerings, and influence and motive stakeholder participation and support in product development. • Experience - Demonstrated extensive experience developing business cases, pricing strategies, commercial models, implementation plans and market entry approaches and implementation plans for education products and services. • Skill - Demonstrated extensive experience developing, implementing or managing education products within domestic,
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	international and transnational education environments, including an understanding of market trends, partnership models, jurisdictional considerations and operational delivery requirements across multiple markets. • Skill - Highly developed written and verbal communication skills, including demonstrated ability to develop, structure and refine high-quality proposals, business cases, briefs, presentations and other strategic documentation for a range of audiences. • Skill - Highly developed project and portfolio management skills, including the ability to coordinate multiple concurrent initiatives, manage competing priorities and work effectively across complex stakeholder environments. • Knowledge - Expert knowledge of contemporary education product development, transnational education delivery models, market analysis, product positioning and commercialisation approaches. Experience with intellectual property licensing, revenue-sharing arrangements, partnership-based delivery models, Content Management Systems (CMS) and Customer Relationship Management (CRM) platforms is highly desirable.
Core Competencies:	• Demonstrate confidence and courage in achieving ACU's Mission, Vision and Values by connecting the purpose of one's work to ACU's Mission, Vision and Values. • Display openness and resilience, inspire others to change and act to make change happen with ACU's strategic goals and Mission at the heart of all outcomes. • Keep stakeholder interest at the core of ACU business decisions and ACU service excellence as a top priority. • Work collaboratively internally and externally to ACU to capitalise on all available expertise in pursuit of excellence. • Take personal accountability for achieving the highest quality outcomes through understanding the ACU context, self-reflection, and aspiring to and striving for excellence.
Essential Attributes:	Demonstrated commitment to cultural diversity and ethical practice principles and demonstrated knowledge of equal employment opportunity and workplace health and safety, appropriate to the level of the appointment.
Working with Children and vulnerable adults check	This role does not require a Working with Children Check.
Pre-employment declaration and background check	Preferred candidates will be required to complete mandatory pre-employment declarations and background checks, including those related to gender-based violence and foreign interference, in line with ACU's compliance requirements.

REPORTING RELATIONSHIPS

For further information about the structure of the University, refer to the Organisation Chart
<https://www.acu.edu.au/about-acu/leadership-and-governance/leadership/organisational-structure>

