

**Peter A. KAMBOURIS; Ph.D. MTIM**

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**Career Objective**

My career focus has been directed at identifying novel and emerging innovations and exploiting them to provide competitive market impact. I actively seek high performance roles where I can apply a proactive, people centric management style with my entrepreneurial lens to grow and extend sustainable, innovation based ventures.

**Attributes**

- Commercial regulatory awareness with demonstrated ability to manage intellectual property and technology contractual issues, from discovery to licensing.
- Demonstrated ability to build and maintain high value relationships, and converting these to triple bottom line impact.
- Demonstrated ability to rapidly comprehend new technologies and the aptitude to visualize and integrate various techniques from differing fields of endeavour.
- Demonstrated operational skills encompassing HR, account and stakeholder management.
- Demonstrated experience in corporate roles within large research institutes and technology start-ups.
- High emotional intelligence and demonstrated behaviours that uphold corporate values.
- Always channelling business models for delivery impact from national innovation systems investments

**Career**

***Feb '16 - present     Director of Business Development and Commercial,  
CSIRO Health and Biosecurity***

*CSIRO Health & BioSecurity provides leadership and delivers measurable improvement in Australia's one Health system through: enhancing health, social, environmental and economic wellbeing in the face of increased healthcare pressures and global biosecurity threats.*

**Selected Achievements**

- Closing a portfolio of high value commercial transactions including multiyear government partnerships, venture investments and collaborative research partnerships
- Through a market vision approach, identified and built growth business development programs focusing on vaccine development, health service translation, fee for value services, and wellbeing as platforms for exponential revenue growth
- Initiated business development programs to build the commercial acumen of the researcher and thereby transition low value, short term engagement to high value, long term service based relationships
- Established "Fit for Growth", a 3 year business pathways program to growth impact revenue be 3x on the next 5 years

<b><i>Jul '14 - Jan'16</i></b>	<b><i>Director of Business Development and Commercial, CSIRO Digital Productivity</i></b>
<b><i>Jul '13 - Jun '14</i></b>	<b><i>Agile Manufacturing Technologies; Research Director, CSIRO Future Manufacturing Flagship</i></b>
<b><i>Jul '09 - Aug '13</i></b>	<b><i>Business Development &amp; Commercialisation Manager, E-Health CSIRO ICT Centre</i></b>
<b><i>Dec'06 - June '09</i></b>	<b><i>Commercial Manager, CSIRO Exploration and Mining</i></b>
<b><i>Jan'04 - Dec'06</i></b>	<b><i>Queensland State Manager, Future Materials</i></b>
<b><i>Aug'00 - Oct'03</i></b>	<b><i>Head of Surface Technologies, Bio-Layer (Now Anteo Diagnostics)</i></b>

### **Education and Personal Development**

- 2009 AICD Company Directors Course; awarded Graduate membership
- 2006 Master of Technology & Innovation Management with UQ Deans Honours
- 1993 Doctor of Philosophy, Chemistry The University of Queensland
- 1988 Bachelor of Science with Honours (IIA) in Chemistry, The University of Queensland

### **Selected Awards**

- 2014 CSIRO Medal - Zebedee
- 2013 Eureka Innovation Prize - Zebedee
- 2013 iAWARD for R&D - Zebedee
- 2006 The University of Queensland Dean's Honours
- 1995 The University of Melbourne WILSMORE Research Fellowship.
- 1988 - 1990 LONZA Industrial Research Studentship

### **Selected Affiliations and Positions Held**

- 2015 - on going Adjunct Industry Fellow - The University of Queensland Business School - Delivering "New Product & Services Development" Master Class
- 2009 - on going Graduate Member; AICD
- 2009 - 2015 Mt Gravatt High School P&C -President
- 2006 - 2010 Director and Founder; Australian Nanotechnology Alliance

### **Referees**

- On request