

Trade and Investment Queensland

Senior Business Development Manager (LES 6.1)

Role status	Location
Full-time	Seoul, Korea
Total Annual Remuneration	Closing date
KRW74,546,175 gross	30 September 2025
Working relationship	Contact
Reports to: Commissioner Direct reports: 0 Team size: 8	hr-international@tiq.qld.gov.au

About Trade and Investment Queensland

Trade and Investment Queensland (TIQ) is the Queensland Government's dedicated global business agency, designed to help Queensland exporters take their products to world markets, promote Queensland as the perfect place to invest and builds global engagement for attracting and developing talent to grow Queensland economies and communities.

TIQ is a statutory body governed by a Board under the Trade and Investment Queensland Act 2013. TIQ's broad function under the Act is to facilitate, encourage, promote, identify, attract and develop trade and investment opportunities.

Headquartered in Brisbane, Queensland, TIQ has one of Australia's largest international networks located in 18 offices over 14 markets, who partner with the other State and Federal governments across multiple Queensland regional locations to assist firms with export advisory services, investment facilitation and strengthening Queensland's international skill migration and talent ecosystem.

For more information please visit: <https://www.tiq.qld.gov.au>

Why join us?

As the Brisbane 2032 Olympic and Paralympic Games approach, TIQ has an exciting role to play, with an ambitious agenda designed to leverage global opportunities, attract new investments to help drive economy growth and job creation, while championing global success.

Our vision is a prosperous future for Queensland, underpinned by diversified exports, high-value international investments that create jobs and sustain a strong, vibrant and innovative economy; including attracting skilled migrants and international students to grow Queensland communities.

We are looking for innovative and enthusiastic people to deliver and showcase these outcomes for Queensland, through our new *Queensland Trade and Investment Strategy 2022 - 2032* and the *International Education and Training Strategy to Advance Queensland 2016-2026*.

About the business unit

As part of International Operations, North Asia region the TIQ Seoul office is strategically placed to assist Queensland exporters and investors to take advantage of key sector opportunities in education and training, food and agribusiness, resources and energy, infrastructure and construction, and investment attraction and migration in South Korea.

Your opportunity

Reporting to the Queensland Trade and Investment Commissioner – Korea you will help to represent the interests of Queensland in market by promoting and supporting Queensland's agriculture and food opportunities in Korea through the promotion and facilitation of agriculture, food and other key sectors through trade and investment opportunities other business activities.

Your contribution (key responsibilities and accountabilities)

To be successful in this role you will:

- Provide high-level client management services to Queensland exporters in agriculture, food, beverage, and consumer goods, with a particular focus on the beef sector. This includes delivering tailored market intelligence, business leads, introductions, partner screening, and strategic advice to support their growth in the Korean market.
- Lead and coordinate trade delegations, participate in major trade shows, and support ministerial missions as required, ensuring Queensland's trade interests are effectively represented at a senior level.
- Develop, maintain, and leverage strategic relationships with businesses, governments, industry allies, and peak bodies to strengthen Queensland's trade presence and create tangible export opportunities.
- Work collaboratively with the TIQ global network and Queensland stakeholders, including TIQ Brisbane and regional offices, to coordinate joint trade activities, promotional campaigns, and client support initiatives.
- Proactively identify new trade opportunities and anticipate challenges for Queensland exporters in Korea, applying initiative and judgment to resolve issues and maximize outcomes independently.
- Communicate with clarity and influence at all levels, providing authoritative guidance to clients, stakeholders, and government representatives, and representing Queensland with credibility and professionalism.
- Apply your experience in international trade, preferably within Korea or working with a foreign government context, bringing established contacts, sector knowledge, and cultural understanding to support Queensland exporters effectively.
- Continuously monitor market trends, competitor activity, and regulatory developments to inform exporters and shape TIQ's trade engagement strategies.

This role may require additional duties to be completed as directed

The ideal candidate for this role (key capabilities)

TIQ recognises that organisational success is driven by excellence in leadership and management, and as an organisation have established the Working together at TIQ behaviours most relevant to success within TIQ.

- Respect each other
- Act with integrity
- Take pride in our professionalism
- Collaborate and cooperate
- Show a positive attitude
- Recognise and celebrate our achievements

All team members are expected to embrace and model these behaviours to ensure TIQ achieves success and develops an organisational culture that enables TIQ to meet its current and future strategic objectives.

To determine your suitability for the role, you will be assessed on the following key capabilities that link to the “key responsibilities and accountabilities” for this role:

1. Supports strategic direction through understanding of international trade and investment activities
2. Demonstrates high level of knowledge of key industry sectors (food and agribusiness) obtained through at least 5 years’ experience in international business
3. Actively works to understand and support customers and stakeholders
4. Demonstrates clear and concise, cross-cultural written and verbal communication skills
5. Demonstrates commitment to own development and continuous self-improvement, and sees learning opportunities in everyday work

Practical experience in international education/training and/or international business or a related discipline will be well regarded.

Eligibility

To be eligible for consideration with this opportunity, you must have:

- **Work Authorisation** – to be eligible for employment within TIQ, you must be legally authorised to live and work within Korea at the time of appointment and provide the required evidence to support your eligibility.
- **Language** – the successful candidate must be fluent in written and spoken English and have a high-level of Korean language.
- **Security Clearance** – the successful candidate must be willing to undertake a screening check and be confirmed as a suitable person to access Government resources prior to commencing in the role.

How to apply

1. Submit your interest for this role by mail to hr-international@tiq.qld.gov.au with the subject line **KOREA – Senior BDM**. The application must be in English.
2. Please include the following as **ONE PDF Document** that contains three pages:
 - **A cover letter** (1 page) *telling us why you are interested in this role*. This is your opportunity to detail your experience in the food and agribusiness sector. Tell us what makes you the best person for the role and how you meet the key capabilities for the role
 - **A current resume** (2 pages max) that details your work history and education and also clearly states your work rights for Korea (Citizen, Permanent Resident, Visa status etc)

Additional information

- Appointments in TIQ are merit based and will be assessed by reviewing what you have done previously – the knowledge, skills and experience you've built, your potential for development, and your personal qualities.
- TIQ will review the applications and advise you as to the next phase of assessment for this role, which could include an interview, work assessment, and/or other selection techniques.
- Referee checking will be undertaken, and other pre-employment checks may occur prior to any offer of employment. Checks may include (but are not limited to) proof of eligibility for appointment, a criminal history check and a serious discipline history disclosure check.
- Criminal history checks will be undertaken on the preferred applicant(s). A criminal conviction or charge will not automatically exclude an applicant from consideration for appointment with TIQ. If information is received that may exclude you from further consideration, you will be given an opportunity to respond, and your response will be taken into account in the evaluation process.
- The recommended applicant will be required to disclose any serious disciplinary action taken against them in public sector employment.
- Late applications cannot be submitted online, so please allow enough time before the closing date to submit your application. If approval has been granted by the selection panel for a late application to be considered, please submit your application as per the advice provided.

Locally Engaged Employment

- This is a Locally Engaged Staff (LES) appointment. All LES provide essential in-country knowledge, network and continuity at the elected overseas post.
- LES employees are not Queensland public service officers. LES employees are engaged under local labour legislation, specific to the market outline under the "location" above and will be remunerated in accordance with the specified markets entitlements.
- Remuneration is paid in KRW through the Seoul, Korea payroll service provider and subject to statutory obligations.
- Prospective applicants need to demonstrate that they are eligible to work in the nominated country for the duration of the appointment by legally meeting the local citizenship or visa requirements, which places no obligation on TIQ.
- TIQ does not provide any sponsorships or fund relocation costs for LES appointments.
- TIQ is committed to Zero Harm. TIQ employees are expected to demonstrate safety leadership at all times.
- TIQ values cultural capability, is an equal opportunity employer, and supports a healthy working environment.
- All roles within TIQ are responsible for creating, collecting, maintaining, using, disclosing, duplicating, and disposing of information, as well as managing and using communication devices and public resources. Staff must undertake these tasks in accordance with TIQ information management policies and procedures.
- Service delivery and employee development is supported by a mobile, flexible and agile workforce. You may be required to work in alternative locations or undertake alternative duties on a temporary or permanent basis.
- A minimum three (3) month probationary period may apply to appointees external to the Queensland Government. PLEASE NOTE: this does not apply in all markets as some markets do not have probation permitted in their contracts.
- Travel and some after-hours work may be a requirement of this role.

- Within one month of commencing employment, the successful applicant will be required to disclose any employment as a lobbyist in the previous two years.
- If you need any additional support or reasonable adjustments during the recruitment process in order to ensure you can demonstrate your ability to meet the inherent requirements of the role, please advise the panel chair.