### I&D Business Unit Services Map

**Our Strategic Focus**
- Global
- Urban
- Connected

Develop and nurture strategic partnerships across key industry areas, domestically and globally. Locate and develop business opportunities in line with RMIT’s capabilities and the needs of industry to increase the university’s commercial revenue.

Activate RMIT capabilities to respond to business development and strategic partnership opportunities.

Establish and nurture engagement with RMIT alumni, domestically and globally. Facilitate alumni networks in and between our cities of operation.

Support the Development Team with prospect research and other advancement services.

**Our expertise**
- Business development and sales acumen; knowledge of commercial opportunities; relationship management and negotiation with strategic industry partners; knowledge of RMIT capabilities and capacity.
- Strategic business development submissions, including internal stakeholder consultation, costing and pricing, risk assessment, contract negotiation and finalisation.
- Database intelligence and relationship management expertise; understanding of alumni development and programming; philanthropy and donor prospecting.

**Our clients**
- External:
  - Industry partners
  - Government agencies
  - NGOs
  - Associations.
- Internal:
  - RMIT central business units
  - Colleges and Schools
  - Research institutes and centres.
  - RMIT offshore operations

- • RMIT central business units
  - Colleges and Schools
  - Research institutes and centres.
  - University executive

- • Advancement Services for the Development Team
  - Alumni, particularly the highly engaged and high impact alumni
  - RMIT business units
  - Colleges and Schools
  - Industry Engagement team.