



Commercial Development Manager

12 month contract

The ADAPT Centre is Ireland's global centre of excellence for digital content and media innovation. It combines the expertise of researchers at four universities (Trinity College Dublin, Dublin City University, University College Dublin, and Dublin Institute of Technology) with that of its industry partners to produce ground-breaking digital content innovations.

ADAPT brings together more than 150 researchers who collectively have won more than €100m in funding and have a strong track record of transferring world-leading research and innovations to more than 140 companies. ADAPT partners are successfully advancing the frontiers of content analysis, machine translation, personalisation, e-learning/education, media technologies and spoken interaction, as well as driving global standards in content technologies. As part of the ADAPT Centre's remit, it will also be responsible for CNGL (Centre for Global Intelligent Content) research as ADAPT is an evolution of the CNGL Centre.

With €50m in new research funding from Science Foundation Ireland and industry, ADAPT is seeking talented individuals to join its growing team. Our research and technologies will continue to help businesses in all sectors to achieve unprecedented engagement among customers, companies and communities.

We now wish to recruit a Commercial Development Manager on a fixed-term full-time contract basis with primary responsibility for leading the commercialisation activities of the Centre. This position is based at Dublin City University and the post holder will report to the ADAPT Centre Commercial Director. The position forms part of a broader commercially focused team within ADAPT and the post-holder will be expected to collaborate closely with other members of the team.

This position is part of an Enterprise-Ireland programme to support the commercialisation of University research. The post-holder will participate in on-going performance reporting and assessment activities organised by Enterprise Ireland.

Duties and Responsibilities:

The post-holder will lead the CNGL commercialisation activities. He/she will:

- In collaboration with the ADAPT/CNGL Director and Commercial Director, provide leadership for the strategic development, implementation and continuous review of the CNGL commercialisation strategy.
- Work in collaboration with the Commercial Director & Head of CNGL Business Development, the ADAPT Innovation Projects Manager and the ADAPT/CNGL IP Manager to ensure an integrated strategy for industry partnership, commercialisation of ADAPT/CNGL IP and industry spinout activity.
- Ensure the achievement of the primary objective of the ADAPT/CNGL commercialisation strategy in accelerating the realisation of national economic benefits from ADAPT/CNGL through active exploitation of research outputs.
- Collaborate with the technology transfer offices across all four academic partners to coordinate ADAPT/CNGL commercialisation activities.
- In close collaboration with the Centre Director and the ADAPT Executive, define Key Performance and Management Indicators (KPIs) related to commercialisation activities and ensure that these KPIs are met or exceeded. KPIs must align with Enterprise Ireland metrics for the overall CDM programme, and will be externally assessed on an ongoing basis.
- Foster links with key personnel in Enterprise Ireland, Science Foundation Ireland and in other Research Centres to appropriately leverage SFI-centred, EI-centered or multi-group commercialisation activities for maximum impact.
- Align commercial development opportunities with existing Enterprise Ireland supports and services
- Build partnerships with indigenous industry to promote transfer and implementation of new technologies
- Help guide future research activity towards commercially relevant outcomes.

Qualifications and Experience

The ideal candidate will have significant experience in business development and/or marketing roles in industry, preferably with exposure to a start-up environment and an understanding of IP management practices. In addition, candidates will be expected to have:

- A post-graduate qualification in business, preferably an MBA.
- Experience in business development, marketing, and/or business strategy.
- Knowledge one or more of the ADAPT/CNGL research areas is essential:

- Language Technologies: Machine Translation, Speech Technology
- Digital Content Management: Information Retrieval, Adaptive Hypermedia
- Digital Media, Multimedia systems, Human-Computer Interaction
- Software Systems: Systems Integration, Usability Studies
- Focused strategic vision for the commercialisation activities of the centre. Must be able to work with the Centre executive team in building a long-term vision for commercialisation in ADAPT/CNGL.
- Ability to translate the commercialisation vision into a set of instruments, and to implement, evaluate and review the resulting activities.
- Strong leadership style and the ability to interact with and influence individuals at all levels including investors, business partners, and governmental officials.
- An understanding and appreciation of the IP issues arising in the context of academic research and in particular computer software.
- Ability to decide on the appropriate action, issue directives and monitor subsequent performance. Use dynamic and measured judgment where appropriate.
- A willingness to innovate and implement change.

Please note that staff must have successfully completed their probationary period to apply.

Closing date: Friday January 30th 2015

A salary commensurate with experience will be offered

Informal Enquiries to:

Dr. Paraic Sheridan, Associate Director CNGL/Adapt

Phone: 01 700 6706 / Email: psheridan@cngl.ie

Application Procedure:

Applications should include a CV and covering letter and be submitted with the application form as outlined below.

Application forms are available from the *DCU Current Vacancies (open Competitions)* website at <http://www.dcu.ie/vacancies/current.shtml> and also from the Human Resources Department, Dublin City University, Dublin 9. Tel: [+353 \(0\) 1 7005149](tel:+353017005149).

Applications should be submitted by email to hr.applications@dcu.ie or by Fax: [+353 \(0\)1 7005500](tel:+353017005500) or by post to the Human Resources Department, Dublin City University, Dublin 9.

Dublin City University is an equal opportunities employer