Strategic Projects Manager
Insight Centre for Data Analytics
15 month Fixed Term Contract

DCU are hosting this advert on behalf of the Insight Research Centre. This position may be located at either of the Centre’s locations at Dublin City University, National University of Ireland, Galway, University College Cork, or University College Dublin. For further information please visit: [http://www.insight-centre.org/](http://www.insight-centre.org/)

The Insight Centre for Data Analytics is a joint initiative between researchers at UCD, NUI Galway, UCC, DCU, and other partner institutions. It brings together a critical mass of more than 350 researchers from Ireland’s leading ICT Centres to develop a new generation of data analytics technologies in a number of key application areas.

Insight’s Research Programmes and Application Domains form the strategic focus areas around which we identify opportunities for collaboration with industry partners and academic partners. Insight’s Research Groups are:

- Machine Learning and Statistics
- Media Analytics
- Optimisation and Decision Analytics
- Recommender Systems
- The Semantic Web
- Linked Data
- Personal Sensing

Insight’s Application Domains are:

- Connected Health and
- The Discovery Economy

Applications are invited from suitably qualified candidates for a full-time fixed term position as a Strategic Projects Manager with the Insight Centre for Data Analytics. This position is funded by Science Foundation Ireland and is available immediately for a 15 month period.

The applicant is expected to have a strong background in ICT. Proven experience in dealing with SFI, IDA and other agencies would be an advantage; experience of management of significant projects within an industrial environment would be a distinct advantage. The Strategic Projects Manager is a key position within the Insight to ensure that such an ambitious and complex program is successful.

**Job Description:**

Insight has identified the opportunity to develop, and market, a large scale engagement opportunity for key MNCs and SMEs, centring on agreed common focus areas. The purpose of the role will be to identify, and agree with the Industry Partners these focus areas, examples of which include Recruitment and Human Capital, Connected Health, Discovery Economy, IoT (Internet of Things), Smart-Cities, Personal Analytics, Data Protection, Privacy and Security, National Test Beds, or verticals in Health, Energy, Smart Enterprise, Smart Agriculture, etc.

The engagement process will reflect a multi-year partnership, delivering several projects through Science Foundation Ireland (SFI) and EU Horizon 2020 funding, and may include other SFI Research Centres as partners. It is envisaged that the partnerships will consist of 5-10 partners, contributing a minimum of €500k per year in total cash cost share contribution.

In order to help progress this opportunity, a Strategic Projects Manager from Industry with the relevant technical domain, market use cases, and product and commercialisation track record will
be assigned. The role will lead strategic but pragmatic engagement with the major and relevant MNC ecosystem in Ireland and internationally, Horizon 2020 MNC industry consortia involvement and MNC-SME innovation networks and partnering with other SFI centres as required. The role will also identify the best–fit funding models to be used to deliver on the partnership projects.

**Key Duties and Responsibilities**

- In close collaboration with the Research Centre CEO and Director(s), the Strategic Projects Manager will provide leadership for the strategic development and implementation of a programme of engagement with existing and potential industry partners.
- Identify and agree with the Industry Partners common focus areas for project development and best-fit funding models.
- Work with the Leadership team to provide input on strategic policy and processes in the Centre.
- Foster links with and between key personnel in state agencies, the partner HEIs and industry.
- The Strategic Projects Manager will also be responsible for raising the profile of the Centre through enabling of national and international networking activities by appropriate Centre Staff.
- Take a lead role to work in partnership with other groups in Insight across the four partner Universities, and outside to realise opportunities for the Centre.
- Enhance the Centre’s profile as a Centre of Excellence and represent the Centre directly.
- Lead the development of project proposals and the growth of national and trans-national industry partnerships at the Centre.
- Liaise with industry, state and international funding agencies and with private donors as appropriate to source project work.

*The list of duties detailed above is not intended to be exhaustive or restrictive and may be adjusted dependent on the area of research.*

**Post requirements:**

**Essential:**

- 10+ years’ experience in senior commercial business development roles.
- 5+ years’ experience in senior managerial roles with team management responsibilities.
- Strong technical, customer and commercialisation knowledge in ICT - Data Analytics, Smart Enterprise, Internet of Things or similar verticals.
- Proven track record in managing and coordinating funding/revenue generation and project acquisition through industry, and/or national and international funding agency collaboration.
- Experience of leading and working in a multidisciplinary team and matrix environment, across partner institutions.
- Extensive business development and client management experience.
- Ability to prioritise work and co-ordinate multiple responsibilities.
- Excellent organisation, communication and networking skills.
- An ability to work effectively with staff and management across all levels, both internally and externally.
- Excellent writing and presentation skills.

**Desirable:**

- Minimum Third Level education - ideally will have a PhD in a relevant field, but where a proven track record in an area relevant to the goals of Insight is in evidence, this will suffice.
- Demonstrated experience of strategic interaction with SFI, IDA and other agencies.
- Demonstrated experience in leading collaborative research projects between academic institutions and industry.
- Evidence of managing annual €multi-million R&D Projects and large teams of people.
- A wide and extensive network into most relevant industries including membership of Industry Forums.
- Experience in a technical (preferably IT Software) business development role.
- Previous experience of working with Industry particularly in research commercialization.
Salary:

An attractive salary commensurate with experience will be offered. **Appointed salary will be in line with the appropriate salary scale of the associated University.**

**Start date:** Position is available from June 2015

**For Informal Enquiries on the post candidates should contact:**

**Name:** Mr Oliver Daniels  
**Title:** Insight CEO  
**Email Address:** oliver.daniels@insight-centre.org


For information on moving to Ireland please see [www.euraxess.ie](http://www.euraxess.ie)

**Application Procedure:**

Applications to include a covering letter, CV, and the contact details of three referees should be sent, via e-mail (in word or PDF only) to recruit@insight-centre.org

Please put reference **Strategic Projects Manager** in subject line of e-mail application.

**EXTENDED: Closing date for receipt of applications is 5.00 pm on Friday 19th June 2015.**

Interviews are planned to be held in Dublin.

*Dublin City University is an equal opportunities employer*