



Research Centre: Fraunhofer Project Centre for Embedded Bioanalytical Systems at Dublin City University – a joint initiative of Science Foundation Ireland and  **Fraunhofer**

Post title: Business Development Manager in FPC@DCU

Post duration: Fixed Term for 36 months

DCU, Ireland’s University of Enterprise, has a strong track record in attracting both Irish and European Union research funding under Horizon 2020 (and previous Framework Programmes), Marie Curie Actions and Erasmus. We offer a dynamic and internationally-focused environment in which you can make an impact and advance your career.

The Fraunhofer Project Centre for Embedded Bioanalytical Systems at Dublin City University (FPC@DCU) was launched in 2017 as a joint initiative by Science Foundation Ireland (SFI) and Fraunhofer-Gesellschaft. In collaboration with the Fraunhofer Institute for Production Technology (FhG-IPT) in Aachen (Germany), FPC@DCU develops customised, microfluidics-enabled “fit-for-industry” solutions for decentralised bioanalytical testing and handling of biosamples for the benefit of economy and society. FPC@DCU’s translational research towards high technology-readiness-levels (TRLs) enables a broad spectrum of commercially relevant applications, ranging from in-vitro (“Point-of-Care”) diagnostics, (bio-)pharma, tools for life-science research and agrifood as well as monitoring of industrial processes, infrastructures and the environment.

Job Description:

Reporting to the director or a manager appointed by him, you will work in FPC@DCU’s business development team on identifying industrial partners and customers to deliver on the ambitious revenue targets outlined in its business plan. You will support the analysis of market opportunities and funding calls, identify project opportunities for the centre and, importantly, convert them into highly competitive proposals that are likely to result in contracting of FPC@DCU by companies or projects supported by public funding agencies. For this you will proactively approach and interact with decision-makers in companies, special interest groups, research institutions and funding agencies, and actively link their specific needs to research strands in the centre.

Your duties and responsibilities in FPC@DCU include:

- Support the execution of the company engagement strategy;
- Building of strong partnerships with industry and research institutions;
- Continuous analysis of market opportunities and upcoming research funding sources (national & international) appropriate to FPC@DCU research activity
- Pro-active support of the delivery of the revenue targets;
- Regular internal reporting on business development activities;
- Formulation of proposals for public funding and contract research by working with researchers;
- Support matters related to contracting, confidentiality and intellectual property with industry partners, institutions and funding agencies;
- Projection of income and benchmarking against business plan and update the FPC@DCU funding database with proposal activity information;
- Interacting with the academic host, other relevant DCU research centres and the German partner institute;
- Marketing the centre's capabilities in application oriented research and technology development at key national and international exhibitions, tradeshow, workshops and conferences relevant to its business;
- Certain administrative tasks related to the execution of these tasks.

The delivery of these tasks is likely to involve frequent domestic and international travel.

Your profile:

Candidates will be expected to have experience of business development in an applied-research or industrial environment, ideally in a Fraunhofer-type organisation on projects aiming at high TRLs; in-depth knowledge of underlying microfluidic technologies and their application in industrial sectors of relevance to the centre would be a distinct advantage. It is envisaged that the successful candidate would have a primary degree in a relevant scientific / engineering discipline. The ideal candidate will also have a PhD, MBA and / or equivalent experience in business development and / or marketing roles in industry and an understanding of IP management practices. Having existing knowledge of underlying microfluidic design and manufacturing technologies as well as bioanalytical methods, or convincingly demonstrate your willingness and capability to acquire this knowledge to drive FPC@DCU's business development will be a distinct advantage. An ability to professionally communicate with decision-makers in industry, academia and funding agencies towards creating business for the centre will be an important criterion for the successful candidate.

We offer

A position in a very innovative and unique, applied research centre embedded in Dublin City University – Ireland’s University of Enterprise. In this role you will have access to competent technical, infrastructural and administrative support and the opportunity to evolve a multi-faceted skillset in an environment where you closely collaborate with world-class Irish and international companies and research organisations. Further career opportunity may emerge with the success of FPC@DCU.

Salary range: €51,477 - €73,097* (Administrator Grade I)

**Appointment will be commensurate with qualifications and experience will be made on the appropriate point of the salary scale, in line with current Government pay policy.*

Closing Date: 10th August 2018

Informal enquiries to: Prof. Jens Ducreé (jens.ducree@dcu.ie)

Please do not send applications to this email address, instead apply as described below.

Application forms are available from the DCU Current Vacancies (open Competitions) website at <https://www.dcu.ie/hr/vacancies/current.shtml> and also from the Human Resources Department, Dublin City University, Dublin 9. Tel: +353 (0) 1 700 5149.

Please clearly state the role that you are applying for in your application and email subject line:

Job Ref 939 “Business Development Manager in FPC@DCU”.

Dublin City University is an equal opportunities employer.