



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

Post title: General Manager of 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:

The General Manager (GM) will report to the Director of FPC@DCU and will have the following prime responsibilities:

- Leading the delivery of income targets towards reaching Fraunhofer's 1/3s budget model according to in FPC@DCU's business plan through raising significant income from corporate and public funding sources;

- Development of compelling technological concepts and partnerships for preparing highly competitive project proposals to companies and funding agencies;
- Controlling / progress monitoring of projects on both technical and formal reporting levels;
- High-level financial and technical reporting to the FPC@DCU Director, FPC@DCU's Steering Committee, project partners and funding agencies;
- Coordinating FPC@DCU's operations for alignment with its mission statement and business plan;
- Managing interactions of FPC@DCU with its German partner Fraunhofer IPT and Fraunhofer headquarters in Germany as well as the academic host DCU, Science Foundation Ireland and other national and international funding agencies.

Other responsibilities would include:

- Analysis of business opportunities in existing and emerging markets;
- Leading of marketing activities, e.g. through websites / social media, press releases, printed materials, representation at trade shows and organisation of dedicated workshops with industry for meeting income targets;
- Supporting management of the FPC@DCU's intellectual property, confidentiality and contracting with DCU's technology transfer office Invent;
- Proactive engagement with national and international partners, communities and networks;
- Coordination of infrastructure such as facilities, laboratories, equipment and offices;
- Overseeing staff development initiatives in line with the Centre objectives.

The position will involve frequent domestic and international travel.

Experience and Skills Required:

The successful candidate will have/be

- Hold a Ph.D. or equivalent qualification in a relevant scientific / engineering discipline with a minimum of 10 years professional experience in technical, operational and team leadership, ideally in a Fraunhofer-style, applied-research organisation developing in similar TRLs and fields of technology and application as FPC@DCU.
- Excellent team leadership skills demonstrated in a research environment (preferably with significant experience in both academic and commercial settings).
- A strong communicator, particularly well-equipped with listening, influencing and negotiating. The successful candidate must be able to present to both current and potential industry partners at Senior Management, Research and Development and Sales and Marketing levels.

- Proven experience in the commercialisation of outputs of academic research.
- An ability to network and influence at all levels.
- A focused strategic vision for the centre. Must be able to work with the Centre Director in building a long-term vision for FPC@DCU and all its research and industry partners.
- Proven experience in sustaining and developing relationships with research, industry and funding partners. The GM must be able to identify and build new industrial, research and strategic partners.
- A willingness to innovate and implement change.

We offer

A senior management position in the very dynamically emerging FPC@DCU – Ireland’s first Fraunhofer Project Centre. 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 internationally leading Irish companies and research organisations. An attractive remuneration package will be offered to the selected candidate.

Salary: €78,585 - €102,776* (Admin III)

**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 940 “General Manager of FPC@DCU”.

Dublin City University is an equal opportunities employer.