

Research Centre: IC4 - The Irish Centre for Cloud Computing and Commerce

Post Title: Business Development Manager

Post Duration: Fixed term Contract to November 2018

Background

The Irish Centre for Cloud Computing and Commerce (IC4) is a multi-institutional, industry-led, research centre headquartered at Dublin City University (DCU) with Athlone Institute of Technology (AIT) as a core academic partner. IC4 is inter-disciplinary including researchers from computing, business and law. The Centre is industry-led and engages with industry from ideation to dissemination through its Centre Steering Committee and its industry membership programme.

The Centre began operations in 2012 and is funded through to 2018. To date the centre has consistently exceeded its targets for industry engagement through research projects conducted, knowledge dissemination event attendance and through academic publications. It has recently completed an externally-conducted mid-term review, the outcome of which, if successful, will see the Centre funded for a further five years.

Role Overview

The Business Development Manager is a key role within the Irish Centre for Cloud Computing and Commerce reporting directly to the Centre Director. The role includes overall responsibility for recruiting of new members and relationship management between those members and IC4. The successful candidate will demonstrate a thorough understanding of research and innovation for enterprise development and will be experienced in networking and relationship building within scaling and high growth indigenous businesses.

Duties and Responsibilities

The responsibilities of the Business Development Manager will include but not be limited to:

- Recruiting new members to IC4
- Managing an engaging and rewarding relationship between members and the Centre
- Detailing and assessing the market potential for the IC4 research

- Engaging with stakeholders to determine how IC4 research can be exploited
- Identifying potential research collaborations between IC4, its members and other third parties
- Foster and grow active industry participation in the research and its dissemination for impact
- Licensing IC4 intellectual property to members or other third parties as deemed appropriate

In some instances, subject to Steering Committee approval, suitable candidates may play a role in initiating or leading research projects and teams.

Qualifications and Experience:

Applicants should have a primary degree; in addition the candidate should have:

- A substantial track record in the ICT sector with circa 10 years or more experience in a computing related discipline.
- In depth knowledge and understanding of the ICT sector and its requirements going forward and therefore the relevance of the centre's research agenda.
- Expertise in cloud security and cyber security would be considered advantageous.
- Demonstrated knowledge of good management practices and standards.
- Excellent people management, communication, presentation and interpersonal skills with the ability to motivate and build collaboration between academic research and industry. The ability to build a strong working relationship with the Principal Investigators.
- Proven successes leading multi-disciplinary teams with multiple stakeholders.
- Strong business and relationship development experience, with demonstrated success in initiating and building relationships with industry including active contribution to sales and marketing efforts of those organisations or centres.
- A good understanding of University and Government agencies' operating practices
- An understanding of intellectual property and exploitation
- Strong industry network and relationships across a range of high growth ICT and related businesses locally and/or internationally.
- A track record in driving early stage industry related research and development
- Proven ability to collaborate with the academic research sector
- Demonstrated ability in winning support and funding from multiple sources.
- Qualified to postgraduate level in either a technical or business discipline and ideally both - (exceptional credentials or experience may compensate)

Salary scales: €55,331 - €85,546

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

Closing date: 12th July 2017

Informal Enquiries:

Informal enquiries may be addressed to Joan Mulvihill, IC4 – The Irish Centre for Cloud Computing and Commerce. Email: joan.mulvihill@dcu.ie

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

Application Procedure

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.

Please clearly state the role that you are applying for in your application and email subject line: Job Ref (546) Business Development Manager.

Applications should be submitted by email to hr.applications@dcu.ie or by Fax: +353 (0)1 7005500 or by post to the Human Resources Department, Dublin City University, Dublin 9. Human Resources Department, Dublin City University, Dublin 9. Tel: +353 1 700 5149; Fax: +353 1 700 5500 Email: Insert hr.applications@dcu.ie

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Cloud Computing

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The Irish Centre for
Cloud
Computing
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