

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 until 31 December 2021

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 centre director, 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 domestic and international travel.

Your profile:

Candidates will be expected to have business development experience in an applied-research or industrial environment, ideally in a Fraunhofer-type organisation on projects aiming at high TRLs. 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 intellectual property management practices. Having existing knowledge of underlying microfluidic design and manufacturing technologies as well as bioanalytical methods, or convincingly demonstrate the 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.

Mandatory Training:

The post holder will be required to undertake the following mandatory compliance training: Orientation, Health & Safety and Data Protection (GDPR). Other training may need to be undertaken when required.

Closing date: 2nd August 2019

Salary scale: *€56,443 - €89,840

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

Informal enquiries may be addressed to **Prof. Jens Ducreé**, Centre Director, Fraunhofer Project Centre for Embedded Bioanalytical Systems - jens.ducree@dcu.ie.

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

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://www4.dcu.ie/hr/vacancies/current.shtml> and also from the Human Resources Department, Dublin City University, Dublin 9. Tel: +353 (0)1 700 5149; Fax +353 (0)1 700 5500 Email: hr.applications@dcu.ie.

Applications should be submitted by e-mail to hr.applications@dcu.ie or by Fax: +353 (0)1 700 5500 or by post to the Human Resources Department, Dublin City University, Dublin 9.

Along with the application form, please submit a Cover Letter and a CV (maximum 2-3 pages).

Please clearly state the role that you are applying for in your application and email subject line: Job Reference #RF1251 Business Development Manager, FPC@DCU

Dublin City University is an equal opportunities employer