Job Description

Research Centre:	Insight SFI Research Centre for Data Analytics
Post Title:	Commercialisation & Industry Engagement Coordinator
Post Duration:	Fixed Term Contract up to 24 months

Dublin City University

Dublin City University www.DCU.ie is a young, ambitious and vibrant University, with a mission 'to transform lives and societies through education, research, innovation and engagement'. Known as Ireland's 'University of Enterprise and Transformation', it is committed to the development of talent, and the discovery and translation of knowledge that advances society and the economy. DCU is the Sunday Times Irish University of the Year 2021.

The University is based on three academic campuses in the Glasnevin-Drumcondra region of north Dublin. It currently has more than 18,000 students enrolled across five faculties – Science and Health, DCU Business School, Computing and Engineering, Humanities and Social Sciences and DCU Institute of Education. DCU is committed to excellence across all its activities. This is demonstrated by its world-class research initiatives, its cutting-edge approach to teaching and learning, its focus on creating a transformative student experience, and its positive social and economic impact. This exceptional commitment on the part of its staff and students has led to DCU's ranking among the top 2% of universities globally. It also consistently features in the world's Top 100 Young Universities (currently in QS Top 70 Under 50, Times Higher Top 150 Under 100).

DCU is placed 84th in the world, in the Times Higher Education University Impact Rankings – measuring higher education institutions' contributions towards the UN Sustainable Development Goals. Over the past decade, DCU has also been the leading Irish university in the area of technology transfer, as reflected by licensing of intellectual property.

Background

The Insight SFI Research Centre for Data Analytics (http://www.Insight-centre.org) is an SFI funded Research Centre which brings together researchers from University College Dublin, NUI Galway, University College Cork, and Dublin City University, as well as other partner institutions, Trinity College Dublin (TCD), University of Limerick (UL), Maynooth University (MU) and Tyndall National Institute. It creates a critical mass of more than 400 researchers from Ireland's leading ICT clusters to carry out research on a new generation of data analytics technologies in a number of key application domain areas, such as Health and Human Performance, Smart Communities, Internet of Things, Enterprise and Services and Sustainability and Operations.

The €150m Centre is funded by Science Foundation Ireland and a wide range of industry and European Union partners. Insight's research focus encompasses a broad range of data analytics technologies from machine learning, decision analytics and social network analysis to linked data, recommender systems and the sensor web. Together, with more than 220 partner companies, Insight researchers are solving critical challenges in the areas of Connected Health and the Discovery Economy.

The Role

This position is based at Dublin City University and will report to Insight's Centre Director and the Centre Manager based at DCU. The position forms part of a broader Operations team within Insight and the successful individual will be expected to collaborate closely with other members of the Business Development and project teams at other Universities and with our industry partners.

The successful individual will be responsible for providing a pro-active support service for Insight@DCU researchers focusing on engagement with industry partners and negotiation of research agreements with them as well as the commercialisation of their research. The individual will function as a full member of the Insight@DCU Operations team and the Centre wide Business Development team and will be expected to apply their experience and technical expertise to problem solving and contract negotiation, ensuring that agreed funding targets are met.

Duties and Responsibilities

- Assist in the development of, and implementation of the Site's business development strategy
- Play a lead role in the achievement the Site's business development budgets, targets, goals and objectives
- Identify opportunities for collaboration with industry partners and funding organisations
- Identify and promote potential areas of inter-disciplinary and multi-disciplinary collaboration within the Centre and the University
- Maintain a deep understanding of the state of the art research being carried out at the Site and match the needs of industry to the emerging research capabilities and technology being developed by the research groups
- Maintain a good understanding of the University's policies as they relate to research e.g. governance, data management, ethics and intellectual property, and ensure these policies are taken into account during the process of contract development and negotiation
- Pro-actively support researchers engaging with industry collaborators in co-ordinating and developing external and internal research project submissions and collaborative agreements
- Work closely with DCU's TTO, Invent, on opportunities for research commercialisation including identifying opportunities for spin-outs and spin-ins and licensing of research outputs
- With assistance from the wider BD team, plan and organise demonstrations of collaborative research outcomes at public and industry events. Help research teams present their work in a manner suitable to the relevant audience
- Working in concert with the wider BD and Communications teams, ensure that appropriate quality promotional materials such as brochures, videos, podcasts relevant to industry audiences are developed and produced
- Manage the engagement process with Partner Institutions, Partner Centres and/or industry partners as required
- Ensure the accurate and timely preparation of governance/annual/quarterly and monthly metrics reports for the Centre Manager and Director, as requested
- Any other relevant task as requested by the Centre Manager or Centre Director

- Some travel nationally and infrequent travel internationally will be required for this rol

Qualification and Experience

Minimum Criteria
You must hold a primary degree (NFQ Level 7) in a relevant discipline such as business, marketing or engineering, computing or life sciences, plus 3 years' relevant experience in a business development, sales or client management role.

In addition to the above it is also desirable that candidates hold a Master's degree or PhD in a related area such as Life Sciences, Engineering or Computing. Experience in managing and coordinating funding/revenue and project acquisition through industry, and/or national and international funding agency collaboration would be beneficial

Skills

- Knowledge of relevant academic structures and the Higher Education sector
- Experience in establishing or running collaborative research projects between academic institutions and industry
- Proven track record in writing successful peer-reviewed grant proposals.
- A strong communicator, particularly well-equipped with listening, influencing and negotiating. The successful individual must be able to present to both current and potential industry partners at Senior Management, Research and Development and Sales and Marketing levels
- Strong analytical, administrative and interpersonal skills with good judgement skills and an ability to influence and persuade at the highest level is essential
- Proven ability to manage multiple simultaneous proposals
- An understanding and appreciation of the IP issues arising in the context of academic research and in particular related to computer software and algorithms
- Strong focus on delivering results in line with desired objectives
- Experience in successfully leading and/or supporting teams
- A pro-active self-starter with the ability to encourage and stimulate cross-group collaboration
- Exceptional communication skills, both written and oral
- Strong problem solving and analytical skills and an ability to learn quickly
- High level of proficiency in IT packages including MS Office, MS Project etc.