



Applications are invited from suitably qualified candidates for the following position

**Business Development Specialist**  
**Professional 6**  
**Office of Vice-president Academic Affairs (Registrar)**  
**Fixed-Term Contract up to 31st March 2025**

**Dublin City University**

Dublin City University (DCU) is a leading innovative European University. It is proud to be one of the world's leading Young Universities and is among the world's top 2% globally. DCU is known as Ireland's University of Impact, with a mission to 'transform lives and societies' and focuses on addressing global challenges in collaboration with key national and international partners and stakeholders.

DCU has over 20,000 students in five faculties spread across three academic campuses in the Glasnevin-Drumcondra area of North Dublin. Thanks to its innovative approach to teaching and learning, the University offers a 'transformative student experience' that helps to develop highly sought-after graduates. DCU is currently No. 1 in Ireland for Graduate Employment Rate, and for graduate income (CSO).

DCU is a research-intensive University and is home to a number of SFI-funded Research Centres. The University participates in a range of European and international research partnerships. DCU is also the leading Irish university in the area of technology transfer as reflected by licensing of intellectual property.

As a 'People First' institution, DCU is committed to Equality, Diversity and Inclusion - a University that helps staff and students to thrive. The University is a leader in terms of its work to increase access to education, and is placed in the world's Top 10 for reducing inequalities in the Times Higher Education Impact Rankings.

**Project Overview**

Over its relatively short history, DCU has developed a strong reputation nationally and internationally for pioneering innovations in higher education. The university is embarking on a period of significant investment in learning innovation across all of its faculties. The DCU Futures initiative will help us transform the learning experience of undergraduate students at DCU, reconceptualizing learning opportunities, creating authentic connections between the classroom and enterprise, and embedding digital literacies, disciplinary competencies and transversal skills required to truly future-proof our graduates for the rapidly changing workplace. DCU is joined in this project by a strong consortium of

enterprise partners, representing key employment sectors in the Irish economy and with a strong presence in DCU's primary catchment area. This programme of innovation is funded under the Irish government's Human Capital Initiative (HCI) supported by the National Training Fund. It will deliver on the ambitions we have to reimagine undergraduate curricula and to embed innovative pedagogies, enhanced use of technology and deep industry engagement.

Further to this DCU as a partner of the Irish University Association led HCI project to develop a Multi-Campus Micro-Credentials (MicroCreds) will develop innovative micro-credential offerings. Through the MicroCreds project, the IUA universities will lead the establishment of a national framework for European Credit Transfer System bearing, quality-assured micro-credentials, the first in Europe. This will facilitate the development of a programme of micro-credentials, each flexibly delivered and accredited by a university and included within the National Framework of Qualifications (NFQ). The project furthers the universities' commitment to work in partnership with government and enterprise to drive lifelong learning in Ireland.

### **Role Profile**

The Micro-Credential Business Development Specialist will develop business opportunities and collaboration opportunities primarily related to DCU's Micro-credentialing and flexible learning portfolio with external and internal stakeholders. Building upon existing pioneering developments in micro-credentials, this post offers an exciting opportunity for the successful individual to engage with internal stakeholders to increase DCU's Micro-Credential and short form learning portfolio, and with industry and other external stakeholders to grow DCU's customer base and increase sales of micro-credentials under business to business and business to customer arrangements. The successful applicant will be accountable for sourcing new leads, managing existing relationships to maintain positive business relationships and collaborative agreements, and closing sales. Under the direction of the Director of Micro-credentials Strategy and Innovation, you will work closely with project staff and other partners to achieve agreed KPIs across domains. You will also work with colleagues from the MicroCreds IUA project team and MicroCreds colleagues from partner institutions.

### **Duties and Responsibilities**

Please refer to the job description for a list of duties and responsibilities associated with this role.

### **Qualifications and Experience**

Applicants for this post must have a primary degree or equivalent (NFQ Level 7) in an appropriate area, such as business, sales, or business strategy, with at least five years' relevant experience in a similar role in business, higher education, or a cognate sector.

In addition, the ideal candidate will have:

- Demonstrated knowledge of business development strategies, initiatives, and experiences in implementing the same and a track record in sales.
- Excellent research, analytical, and organisational skills and demonstrate the capacity to work independently and creatively.
- Possess advanced presentation skills and demonstrate the ability to increase their know-how for online learning and micro-credentials.
- Excellent interpersonal skills and the ability to establish, manage and maintain.
- working relationships in a complex and innovative environment.
- The ability to develop and construct creative and innovative problem-solving solutions.

- Possess an innovative mind-set and skill set including experience of managing and delivering on complex and multi-faceted deliverables.
- Excellent time management skills with the ability to establish clear priorities in a team-based environment.
- Possess a willingness to work flexibly and independently, travel between campuses and workout of hours as necessary.
- A track-record in developing and maintaining business opportunities and relationships.
- Excellent communications skills with fluent oral and written English.
- A master's degree in business, business strategy or an MBA is desirable, but not essential.

### **Essential Training**

The postholder will be required to undertake the following essential compliance training: Orientation, Health & Safety, Data Protection (GDPR) and all Cyber Security Awareness Training. Other training may need to be undertaken when required.

### **Salary Scale:**

Professional 6 - € 58,408.00- € 83,204.00

Appointment will be commensurate with qualifications and experience and in line with current Government pay policy.

**Closing date:** 4<sup>th</sup> October 2023

### **Additional Information**

Additional Information: Please note this role does not meet criteria for a Critical Skills permit as stipulated by the Department of Enterprise, Trade & Employment.

**For more information on DCU and benefits, please visit** [Why work at DCU?](#)

**Informal Enquiries in relation to this role, before the 4th October, should be directed to:**

Dr. Mairéad Nic Giolla Mhichíl, Director of Micro-Credential Strategy and Innovation, DCU Studio, Office of the Vice President Academic Affairs (Registrar), DCU.

E-mail: [mairead.nicgiollamhichil@dcu.ie](mailto:mairead.nicgiollamhichil@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 website at <https://www.dcu.ie/hr/vacancies-current-vacancies-external-applicants>

Applications should be submitted by e-mail with your completed application form to [hr.applications@dcu.ie](mailto:hr.applications@dcu.ie)

**Please clearly state the role that you are applying for in your application and email subject line: Job Ref HCI.3.MC.05 Business Development Specialist**

***Dublin City University is an equal opportunities employer.***

***In line with the Employment Equality Acts 1998 – 2015, the University is committed to equality of treatment for all those who engage with its recruitment, selection and appointment processes.***

***The University's Athena SWAN Bronze Award signifies the University's commitment to promoting gender equality and addressing any gender pay gaps. Information on a range of university policies aimed at creating a supportive and flexible work environment are available in the [DCU Policy Starter Packs](#)***