Applications are invited from suitably qualified candidates for the following position:

Business Development Manager

Insight SFI Research Centre for Data Analytics

Professional 6

Fixed Term Contract up to 24 months

Dublin City University

Dublin City University (DCU) 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', DCU is a values-based institution, committed to the delivery of impact for the public good. DCU was named Sunday Times Irish University of the Year 2021.

DCU is based on three academic campuses in the Glasnevin-Drumcondra region of north Dublin. More than 18,000 students are 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 delivering a transformative student experience, and its positive social and economic impact. The university continues to develop innovative programmes in collaboration with industry, such as the DCU Futures suite of degrees, which are designed to equip graduates with the skills and knowledge required in a rapidly evolving economy.

DCU's pursuit of excellence has led to its current ranking among the top 2% of universities globally. It is also one of the world's Top Young Universities (QS Top 100 Under 50, Times Higher Top 150 Under 100). In the Times Higher Education University Impact Rankings 2021, DCU ranked 23rd in the world for its approach to widening participation in higher education and its ongoing commitment to eradicating poverty, while it ranks 38th globally for its work in reducing inequality and 89th globally for gender equality.

The university is ranked 23rd in the world and first in Ireland for its graduate employment rate, according to the 2020 QS Graduate Employability Rankings. Over the past decade, DCU has been the leading Irish university in the area of technology transfer, as reflected by licensing of intellectual property.

The Insight SFI Research Centre for Data Analytics

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.

Principal Duties and Responsibilities
Please see attached job description for principal duties and responsibilities of the role.

Qualifications, Skills and Experience Required
Essential:
- Candidates must have a Primary Degree or equivalent (NFQ Level 7) in an appropriate area such as business or marketing or engineering, computing or life sciences
- 5 years' relevant experience in a business development, sales or client management role
- a proven track record in a quota bearing Sales or Business Development role and a track record of growing a sales channel via new business acquisition is essential.
- A high desire to achieve in sales - focusing on results, not purely activity is also required for this role.
- Experience in establishing or running collaborative research projects between academic institutions and industry.

Desirable Criteria:
In addition to the above requirements, it is also desirable that candidates
- Hold a master's degree or PhD in a related area such as Life Sciences, Engineering or Computing.
- Have 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
- 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.
- 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 related to computer software and algorithms.
- High level of proficiency in IT packages including MS Office, MS Project etc.

Essential Training

The post holder will be required to undertake the following mandatory compliance training: Orientation, Health and Safety, Research Integrity and Intellectual Property and Data Protection training. Other training may need to be undertaken when required.

Salary Scale: Professional 6 - €55,045 - €78,413 salary scales.

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: 15th November 2022

Informal Enquiries in relation to this role should be directed to:
Dr. Breda Kiernan, Chief Operations Officer, Insight SFI Research Centre for Data Analytics.

Email: breda.kiernan@insight-centre.org **Phone:** 01 700 7931

Please do not send applications to these email addresses, 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.shtml.
Applications must be submitted by e-mail to hr.applications@dcu.ie

Please clearly state the role that you are applying for in your application and email subject line: Job Ref #RF1758 Business Development Manager

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