



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

The duties and responsibilities of the position include:

- Play a lead role in the development of and implementation of the Site's business development strategy.
- Play a lead role in achieving the Site's business development financial 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.
- Work closely with DCU's TTO, Invent on opportunities for research commercialisation including identifying opportunities for spinouts and spin-ins.
- Plan and organize demonstrations of collaborative research outcomes at public and industry events. Help research teams present their work in a manner suitable to the relevant audience.
- 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.

Qualifications and Experience

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.

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](#)

