



## **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 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.

### **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, University of 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 the Job Description for a full list of duties and responsibilities for the role .

### **Qualifications and Experience**

#### **Essential:**

- Candidates must have a primary degree or equivalent (NFQ Level 7) in an appropriate area such as business, marketing, engineering, computing, or life sciences.
- 5 years of 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 - €58,408.00 - €83,204.00

*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:** Wednesday 21st June 2023

**Informal Enquiries in relation to this role should be directed to:**

Dr Naadiya Carrim, Centre Manager, DCU Insight SFI Research Centre for Data Analytics.

**Email:** [naadiya.carrim@insight-centre.org](mailto:naadiya.carrim@insight-centre.org)

*Please send applications to [hr.applications@dcu.ie](mailto:hr.applications@dcu.ie) email addresses, 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](mailto:hr.applications@dcu.ie)

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

Job Ref #RF1758d 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](#)***