



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

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, 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.