



**Commercialisation Support Officer  
Professional 5  
Insight SFI Research Centre for Data Analytics  
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.

**Overview of the department**

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.

### **The Role**

Due to continued growth and diversification of Insight's research activities through Irish and International funding agencies, industry partners and European Union sources, we now wish to recruit a Commercialisation Support Officer on a fixed-term full-time contract basis. The successful candidate will have primary responsibility for engaging with existing and potential industry partners to identify their needs and match the industry partner with the appropriate academic expertise in Insight@DCU and elsewhere within Insight.

This position is based at Dublin City University and will report to Insight@DCU's Centre Director and Centre Manager. The position forms part of a broader Business Development team within Insight and the Commercialisation Support Officer will be expected to collaborate closely with other members of the business development and project teams at other Universities and with our external partners.

### **Duties and Responsibilities**

Working with Industry:

- Working with the Commercialisation and Industry Engagement Coordinator (CIEC), build links with indigenous and international industry, to create awareness of Insight@DCU's expertise and technologies and the overall Insight research agenda.
- Assist the CIEC with executing the Site's strategy for collaboration with industry through research contracts, consultancy and knowledge transfer.
- Pro-actively support researchers engaging with industry collaborators in co-ordinating, developing and executing external and internal research agreements with industry partners and other stakeholders.
- Manage the engagement process with Partner Institutions, Partner Centres and/or industry partners as required.

Knowledge Transfer and Commercialisation:

- Liaise closely with CIEC and DCU's Technology Transfer Office in assessing research outputs for IP protections and commercial potential.
- Work with the CIEC to identify potential opportunities for research commercialisation from active and past research projects
- Assist with training and promotion of entrepreneurship and commercialisation within the Insight@DCU researchers.

Communication:

- Work alongside the BD team and Operations team in the planning and organization of demonstrations of collaborative research outcomes at public and industry events. Help research teams present their work in a manner suitable to the relevant audience.

- Assist the CIEC and Communications teams in developing and producing promotional materials such as brochures, videos, podcasts relevant to industry audiences.
- Working with the relevant members of the BD and Operations teams, ensure the accurate and timely preparation of governance/annual/quarterly and monthly metrics reports for each project and programme and reporting to the industry sponsor, as requested.
- Troubleshooting on issues as they arise within partner management with other Operations team members, as appropriate.
- Undertake any other duties that may be assigned by the Centre Manager, Centre Director or his/her nominee.

**The successful candidate will also be expected to:**

- Maintain awareness of activities across Insight@DCU and enhance organizational efficiency through dissemination of ideas/technology/expertise across programmes.
- Provide assistance to Insight's Research Accountant with budgetary reporting/analysis
- Provide assistance with writing of reports and grant applications, where appropriate
- Manage engagement with industry sponsors and partner institutions and other partner Research Centres.
- Provide project management to multiple research and commercial engagement projects and, where necessary, act as client liaison manager.
- Assist the CIEC and Centre Manager with IP audits of relevant research activities.

**Qualifications and Experience**

**Essential:**

- Applicants should have a postgraduate degree in Engineering, Computer or Life Science.
- A minimum of three years' experience within industry in business development, project management or marketing in a research environment.
- A track record in project management and collaborative academic/industry research.
- Knowledge of technology trends and commercial issues in the area of Data Management and analysis.

**Desirable:**

- A PhD in a relevant discipline will be a distinct advantage.
- Experience working in both industry and academic environments.
- Experience creating media content such as videos, podcasts or brochures.

**As a summary, the candidate must have:**

- Excellent project management skills with a demonstrated track record in successful project delivery from inception to release.
- Strong focus on delivering results in line with academic objectives.
- Experience in successfully leading and/or supporting teams.
- Strong interest in applied research and industry funded research.
- A pro-active self-starter with the ability to encourage and stimulate cross-group collaboration.
- Exceptional communication skills, both written and oral.
- Excellent interpersonal skills and an ability to build and nurture relationships.
- Strong problem solving and analytical skills and an ability to learn quickly.
- High level of proficiency in IT packages including MS Office, MS Project etc.

**Please note: Some travel nationally and infrequent travel internationally will be required for this role.**

### **Essential Training**

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