



Applications are invited from suitably qualified candidates for the following position

**Business Development Manager  
DCU Invent  
3.5 Year Fixed term Contract**

**Dublin City University**

Dublin City University (DCU) is a leading innovative European University, proud to be one of the world's leading Young Universities. 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.

**DCU Invent**

DCU Invent is Dublin City University's Technology Transfer Office (TTO). It collaborates with researchers and industry to turn novel ideas into new products and services. As a critical link between the university and industry, DCU Invent facilitates the transfer of high-impact research into tangible innovations and businesses that benefit the economy, society, culture, and the environment.

DCU Invent is a dynamic, multidisciplinary, high-performing team of research commercialisation experts. As part of a strategic expansion of its capabilities and services, it seeks an experienced

Business Development Manager to lead its intellectual property (IP) commercialisation and industry engagement activities in engineering and physical sciences.

### **Role Profile**

The role involves all aspects of knowledge transfer and commercialisation of DCU's research, including IP management, development of research collaborations, licensing of technology to industry, and formation of new spin-out companies.

The successful individual will develop and manage a multidisciplinary portfolio of knowledge transfer and IP commercialisation opportunities including:

- **Advanced manufacturing:** advanced processing solutions for semiconductors, additive manufacturing, and novel surface treatments;
- **Advanced materials:** smart alloys and composite material design and characterisation for transport, energy, ICT, biomedical and material processing industries;
- **Plasma technology:** nanotechnology and semiconductors; novel plasma technologies for biomedicine, agriculture, food and sustainable energy; plasma process modelling, diagnostics and measurement;
- **Product design:** design, sustainability, and mechanics of complex structures including multi-material and meta-structured products;
- **Energy and sustainability:** green hydrogen; energy-efficient systems; environmental modelling and monitoring;
- **Water security:** water quality analysis; fluid flow characterization; water treatment; marine sensor networks; and
- **Sensors and IoT:** wearable sensors; microfluidic devices; chemical sensors (in collaboration with the Director of Business Development, Life Sciences and Chemistry).

The individual appointed to the role will be a DCU Invent employee and report directly to the Director of DCU Invent.

### **Duties and Responsibilities**

The duties and responsibilities of the position include, but are not restricted to, the following:

- **Support Strategic Planning:** Collaborate with the Director of DCU Invent to develop a strategic roadmap for DCU Invent's knowledge transfer opportunities in engineering and physical sciences. Align in-house opportunities with market needs and help define clear goals, milestones, and performance indicators to measure the success and impact of these activities.
- **Lead Industry Engagement:** Proactively engage with industry to identify market needs and map against DCU's research expertise. Work closely with tenant companies at DCU Alpha, DCU's Innovation Campus, to identify opportunities for collaboration. Build a pipeline of strategic industry-university partnership opportunities that result in IP licensing, collaborative research, and consulting agreements with industry. Lead negotiation of commercial terms for licensing and collaborative research.
- **Develop Research Commercialisation Opportunities within DCU:** Work with DCU researchers and academics to identify and assess research breakthroughs and technology advancements

that have commercial potential through IP licensing or new venture creation. Assess the patentability of invention disclosures. Analyse and size market opportunities for novel IP and devise IP protection and licensing strategies that maximise commercial potential.

- **Support Commercialisation Funding Opportunities:** Assist in securing funding for feasibility studies and early market validation for research with commercial potential. Support researchers and other DCU Invent team members in developing proposals for commercialisation funding from Enterprise Ireland, the European Innovation Council, and other funding agencies. Act as the interface between researchers, academics and DCU Invent's IP Operations.
- **Enhance Internal and External Communication:** Engage professionally and effectively with internal staff, including in the Research Office and Research Centres, external industry, and funding agencies to efficiently shape and finalise research and commercial contracts.
- **Expand Network of Commercial Leads for University Spin-outs:** Identify and recruit a network of experienced external entrepreneurs who will collaborate with DCU academics and researchers to build and lead the next generation of DCU High Potential Start-Ups (HPSUs) in engineering and physical sciences.
- **Support Innovation and Entrepreneurship Activities:** Serve as a resource for researchers, academics, and students seeking guidance on IP commercialisation and spin-out creation. Support initiatives that will help foster an environment that encourages innovation and entrepreneurial endeavours across the campus.
- **Promote DCU's Innovation Activities:** Promote DCU's research and innovation activities and capabilities at national and international events.

### **Qualifications and Experience**

- A passion for creating successful long-term industry-academia collaborations and maximising the commercial and societal impact of research-generated innovations;
- A post-graduate qualification in an engineering or physical sciences discipline; A minimum of five years of experience in a business development or commercialisation role;
- Relevant experience in the identification and maturation of commercial opportunities for research-generated IP, including formation of industrial-academic partnerships and early-stage start-ups to exploit the technology;
- Proven experience of having led intellectual property licensing negotiations;
- Experience of the intellectual property issues arising in the context of academic research and in particular from academic/industry collaboration;
- The ability to develop strong relationships and win the confidence of researchers and company representatives, funding agencies and investors;
- Creative problem-solving skills, a strong focus on delivery, and excellent communication and administration skills.

## **Essential Training**

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

## **Salary Scale:**

Invent Business Development Manager - €89,500 - €120,040

*Remuneration shall be commensurate with qualifications and experience*

**Closing date:** Friday, 31<sup>st</sup> May 2024

## **Pilot Remote Working Policy**

DCU is currently operating a **pilot** remote working policy for staff which consists of 1 day a week and 2 days a week for a period of up to 21 weeks per year. Such weeks are determined by the Head of each Unit in conjunction with HR and will take cognisance of the academic calendar, business needs and the service provision of the particular area. The terms of the pilot remote working policy will apply.

**For more information on DCU INVENT, please visit <https://dcuinvent.ie/>**

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

Ronan Cunningham, Director of DCU Invent, Dublin City University.

Email: [ronan.cunningham@dcu.ie](mailto:ronan.cunningham@dcu.ie)

Please do not send applications to this email address, instead apply as described below.

## **Application Procedure:**

Please submit your application through the online system. In order to be considered for the role to which you are applying for, you must upload:

- 1) Curriculum Vitae
- 2) Cover Letter
- 3) Completed application form (blank forms can be downloaded from the bottom of the Vacancy).

Please note, if all items are not uploaded, the application will be deemed incomplete, and will not be processed.

***DCU Invent is an equal-opportunity employer***