



OLLSCOIL NA GAILLIMHÉ
UNIVERSITY OF GALWAY



HR EXCELLENCE IN RESEARCH

Postdoctoral Researcher/Research Associate
Centre for Entrepreneurial Growth and Scaling
J.E Cairnes School of Business and Economics

Ref. No. 011646

JOB ADVERTISEMENT

Applications are invited from suitably qualified candidates for a full-time, fixed term position as a Post-doctoral Researcher/Research Associate with the Centre for Entrepreneurial Growth and Scaling ([CEGS](#)) at the [J.E. Cairnes School of Business and Economics](#) at the University of Galway, Ireland.

This position is available **from 1st September 2026**, or earlier if the candidate is available. It is a fixed-term position for two years.

The successful candidate will lead a project entitled - Does patient capital enable business scaling? If so, how can it be unlocked? The post is affiliated with the Centre for Entrepreneurial Growth and Scaling (CEGS) at the J.E. Cairnes School of Business and Economics.

University of Galway

University of Galway has been inspiring minds since 1845 as a research-led university. 180 years later, the University continues to build upon a long tradition of scholarship and discovery that confronts the problems of our time and serves the public good, empowering our people, city and region to prosper. The University of Galway community comprises 19,700 students, 18% of whom are international students from over 122 countries. The University employs over 2,500 staff, 27% of which are international staff. With over 135,000 alumni and research collaborations with over 5,000 institutes in 178 countries globally, our international reach and impact are significant and growing.

University of Galway is counted among the Top 275 universities in the world according to the most prestigious rankings (QS), positioned in the Top 2% globally. University of Galway is ranked #1 in Ireland and Top 50 in the world in the 2024 THE IMPACT Rankings and was awarded Sunday Times University of the Year in 2022.

University of Galway is an international university with global ambition, but with deep roots in the local region and nationally. Its location on the very edge of Europe gives University of Galway a unique perspective. University of Galway is at the heart of a distinct and vibrant region, renowned for its unique culture, creative industries, medical technologies, marine ecology and economy, and innovation.

University of Galway is committed to creating an inclusive environment where diversity is celebrated, and everyone is afforded equality of opportunity. To this end, the University adheres to a range of equality, diversity and inclusion policies. We encourage applicants to consult these policies [here](#). We welcome applications from everyone, including those who identify with any of the protected characteristics that are set out in our Equality, Diversity and Inclusion policy.



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Galway City and Region

Set between Connemara to the west and the Burren to the south on Ireland's famed Wild Atlantic Way, Galway city and region is as distinctive as it is beautiful. Galway has won many international accolades including being dubbed Ireland's 'Most Charming City' by the New York Times and ranking in the Top 50 friendliest student cities in the World and #1 in Ireland by the 2023 University Times Campus Advisor.

J.E. Cairnes School of Business and Economics

J.E. Cairnes School of Business and Economics has over 2,700 students, over 140 faculty, research and professional services staff, and over 30 undergraduate and postgraduate programmes. The School is AACSB, AMBA and EFMD programme accredited, is a member of PRME and holds an Athena Swan Silver award for equality.

The School's mission is for the public good. Energised by its regional edge on the west coast of Ireland, it is a globally-engaged School of Business and Economics for the public good that makes a transformative impact for students, society and business. Guided by the public good mission, the School's research and impact seek to identify solutions to, and inform decisions about, the grand challenges facing business and society. With a heavy emphasis on the UN SDGs, the School's research is published in world-leading peer-reviewed journals in business and economics as well as in leading textbooks and case studies. The School's research informs and guides leaders and public policy makers. You can read more about the School's research [here](#).

Centre for Entrepreneurial Growth and Scaling

At CEGS, we tackle the challenge of supporting the growth and scaling of indigenous and foreign-owned businesses. We support business scaling by identifying the key challenges in attaining successful scaling and providing novel insights in how these can be managed. We do so by engaging in scaling research and translating these insights into practice through our outreach activities. CEGS was established in 2020 and now is a leading university-based Centre focused on scaling businesses in Europe. Combining our excellence in research, innovative teaching pedagogies and outreach, we focus on the post start-up entrepreneurial journey of businesses that have achieved product-market fit and are striving not just to grow, but to scale their organizations. Our focus extends to managing their global scaling, including their rapid internationalization and management of international offices. CEGS is the only UKI-based partner of the European Scale-up Institute ([ESI](#)), providing a platform for addressing the scaleup gap in Ireland and Europe.

Salary: Postdoctoral Researcher/Research Associate salary scale €46,805 - €59,654, subject to the project's funding limitations, and pro rata for shorter and/or part-time contracts.

The default position for all new public sector appointments is the 1st point of the salary scale. This may be reviewed, and consideration afforded to appointment at a higher point on the payscale (subject to the project's funding limitations), where evidence of prior years' equivalent experience is accepted in determining placement on the scale above point 1, subject to the maximum of the scale.

[\(Research Salary Scales - University of Galway\)](#)

Closing date for receipt of applications is 17:00 (Irish Time) on Wednesday, 22nd April 2026. It will not be possible to consider applications received after the closing date.

Interviews are planned to be held on 14th or 15th May 2026.



JOB DESCRIPTION

Job Description:

The successful candidate will work under the supervision of [Professor Esther Tippmann](#). The project will investigate whether patient capital enables business scaling, and, if so, how it can be unlocked. The study will involve a mixed method approach of (1) theory testing on a dataset of scale-ups sampled from across Europe to identify the effects of funding strategies vis-à-vis other drivers of scaling performance, as well as (2) qualitative fieldwork in two chosen countries to unpack more the dynamics of identified drivers and any new resource accumulation mechanisms. The project will deliver novel insights on business scaling strategies as well as inform scale-up policy and recommendations for founders and leaders.

Duties:

Research

- Conduct a specified project of research and scholarship under the supervision and direction of the Principal Investigator.
- Prepare literature reviews to formulate a robust theoretical model.
- Define research objectives in line with project scope.
- Determine appropriate methodologies for research, with advice and support as appropriate.
- Plan, co-ordinate and implement the research project.
- Keep up to date with research and methodologies, in particular developments in the specific research area.
- Liaise with stakeholders in the local, national and international ecosystem relating to the research project and strengthen those relationships.
- Present on research progress and outcomes, e.g. to funders, conferences, steering groups, other stakeholders, as agreed with the PI.
- Attend and present at national and international meetings and conferences.
- Contribute to the research project's dissemination and impact journey in whatever form, e.g. report, papers, events, workshops.

Research Administration

- To carry out any additional duties as may reasonably be required within the general scope and level of the post.
- Manage own research budget and keep records as directed and in line with Funder/University policy as appropriate.
- Adhere to highest research ethical standards and legal requirements regarding data protection.
- Contribute to the management and reporting requirements of the project.

Teaching and Training

- Engage in appropriate training and professional development opportunities as required by the Principal Investigator, School or Centre, or the University.
- Develop your own career reputation and career development.
- Acquire generic and transferable skills, including project management and communication, as appropriate.



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- May participate in limited teaching hours for own development. The extent of this must not adversely impact the primary research role.
- Interact with PhD students of the Centre in an agreed supportive role in conjunction with an academic supervisor.

Other

- Any other duties assigned commensurate to this level of post.

ELIGIBILITY REQUIREMENTS

Essential Requirements:

- PhD in strategy, entrepreneurship or other relevant discipline. Candidates that have submitted their thesis and are awaiting viva either prior to shortlisting or prior to start date may also be considered.
- Record of publication in strategy, entrepreneurship or other relevant discipline.
- Evidence of excellent research skills, including advanced quantitative analysis techniques
- Strong coordination, project management and teamwork skills.
- Be a motivated self-starter, as well as being focused and exacting in work ethic.

Desirable Requirements:

- Experience with qualitative research methods.
- Evidence of relationship management and communications skills with senior executives/firm founders.
- Experience publishing in academic journals ranked at least ABS 3, or equivalent.
- Good knowledge exchange skills targeting non-academic audiences (industry- and policy-focused).

CONTINUING PROFESSIONAL DEVELOPMENT

Continuing Professional Development/Training:

Researchers at University of Galway are encouraged to avail of a range of training and development opportunities designed to support their personal career development plans. University of Galway provides continuing professional development supports for all researchers seeking to build their own career pathways either within or beyond academia. Researchers are encouraged to engage with our Researcher Development Centre (RDC) upon commencing employment - see [HERE](#) for further information.

FURTHER INFORMATION/LINKS

- **TO APPLY:** [Search Current University of Galway vacancies](#). Applications must be submitted online.
 - [How to apply guide](#)



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- For informal enquiries, please contact Professor Esther Tippmann, Co-Director, Centre for Entrepreneurial Growth and Scaling, and Established Professor of Strategy at the J.E. Cairnes School of Business and Economics, esther.tippmann@universityofgalway.ie
- [University's Strategic Plan](#)
- [Working in Research at University of Galway](#)
- [Moving to Ireland \(Euraxess\)](#)
- [Applicant Information](#)
- We reserve the right to re-advertise or extend the closing date for this post.
- University of Galway is an equal opportunities employer.
- All positions are recruited in line with Open, Transparent, Merit (OTM) and Competency based recruitment.

