



# **Ollscoil Mhá Nuad Maynooth University**

## **School of Business Business Developer (SAOIV) (0.8FTE, Specified Purpose Contract)**

### **The Role**

Maynooth University is committed to a strategy in which the primary University goals of excellent research and scholarship and outstanding education are interlinked and equally valued. The International Renewables and Energy Systems Integration (IRESI) Group, is a research centre housed in the School of Business. IRESI's research focuses on propelling sustainable energy systems into the future by helping individuals, organisations and institutions in the pursuit of a cleaner, greener, and more sustainable energy landscape. We are seeking a highly motivated and experienced Business Developer to join our team, with a focus on advancing the commercialization of renewable energy innovations. This role is integral to the success of the Research Ireland project RENEW and requires a strategic mindset, strong business acumen, and expertise in fostering partnerships within the renewable energy sector.

The successful candidate will take a lead role in exploring the commercialization potential of technical solutions developed under the project and validating business models for their components. Acting as a product owner, they will oversee the piloting and market testing of the solution while liaising with industrial stakeholders to ensure alignment with market needs. This senior team member will be responsible for developing strategic partnerships, navigating complex industry and governmental landscapes, and leveraging their network to position the product competitively in the renewable energy market. They will drive the identification of new commercialization opportunities, including licensing agreements and strategic collaborations, to maximize the project's impact and sustainability.

A critical part of the role is translating technical ideas into commercially viable solutions and engaging with stakeholders at the highest levels. The Business Developer will ensure the solution aligns with emerging trends in renewable energy, formulate strategies for competitive advantage, and contribute to the exploitation and market adoption of project outcomes. This position offers an exciting opportunity to contribute to a groundbreaking initiative at the intersection of research, innovation, and renewable energy commercialization.



## Principal Duties

### Administrative and other duties:

This will include:

- **Commercialization and Business Model Validation** - Assess the commercialization potential and validate business models for the solution's components.
- **Product Ownership and Piloting** - Lead the product development and piloting process to ensure alignment with market needs.
- **Stakeholder and Partnership Engagement** - Liaise with industrial stakeholders and develop strategic partnerships to enhance market reach and project impact.
- **Market Positioning and Strategy** - Position the product competitively in the market and align the solution with emerging trends.
- **Licensing and Monetization** - Explore commercialization opportunities, such as licensing agreements and strategic partnerships.
- **Market Testing and Feedback** - Test assumptions and gather market feedback to refine the solution and its business model.
- **Leadership and Advocacy** - Navigate industry and government systems to secure resources and advocate for the project at senior levels.
- **Commercial Exploitation** - Drive the effective commercialization and exploitation of the solution's components.

### The ideal candidate will have:

#### Essential

- Bachelor's or Master's in Business Administration, Engineering, Computer science, or related technical field.
- Proven experience in commercialization, licensing, and developing business models.
- Strong ability to identify and capitalize on market opportunities
- Excellent communication and interpersonal skills for liaising with industrial stakeholders, government entities, and partners.
- Demonstrated success in fostering strategic partnerships.
- Experience as a product owner or in similar roles, managing product development and piloting processes.
- Skills in overseeing projects through their lifecycle, from conceptualization to implementation.
- Ability to advocate for projects at senior levels and secure stakeholder buy-in.
- Competence in translating technical concepts into commercially viable ideas and strategies.

#### Desirable

- Strong English verbal and written communication skills to liaise with stakeholders and document processes.
- Strong organizational and project management skills to oversee multiple facets of commercialization and development efforts
- Familiarity with licensing, partnerships, and other avenues for bringing products to market in sustainable energy markets.



## The School of Business

The School of Business community includes approximately 65 faculty and 8 professional service staff coming from 20 countries, and a team of occasional lecturers. We are currently actively recruiting additional faculty and professional service staff to reinforce enacting our mission and values. Together we support a community of approximately 2,350 full-time equivalent students across 19 undergraduate, 12 taught postgraduate, and PhD degrees. Our research active faculty work in partnership with our full time university tutors and doctoral scholarship students to implement research informed, practice engaged education. Our university tutors are especially targeted at supporting our Living Laboratory learning experiences, where industry projects and skills are integrated into the learning journey.

As a community, we are guided by our mission, values and purpose (see Table 1). We have experienced considerable growth in the last six years: in terms of business students we have grown by over 150%. Our team of faculty and professional services staff has similarly grown. Our research has increased significantly in terms of quality of outlets, volume, and breadth of domain coverage.

Our disciplinary expertise is primarily in the areas of management (including strategy, organisational behaviour, human resource management, ethics, entrepreneurship, international business and innovation), marketing, accounting, finance, management information systems (MIS), operations and supply chain.

Students from multiple disciplines work in shared modules, developing shared life experiences and a common language of work. Our undergraduate education is broadly across three groups:

- Single honours degrees in Accounting, Business and Management; Business and Global Cultures; Finance; International Business; Marketing; and Entrepreneurship;
- Bachelor of Arts degree students, who can combine one of five business subjects (Finance, Accounting, Management; Marketing; International Business), with 22 other subjects across the university
- Double degrees with Law combining any of the following: Accounting or Business.
- Double Degrees with Modern Languages, combining a Business subject (choice of Accounting, Finance, Management; Marketing; International Business) and a language (Chinese; French; German; Spanish)

**Table 1 Mission and Values of the School of Business**

### Mission:

Maynooth University School of Business is focused on developing critical thinkers and creating impactful knowledge for our community.

### Values

1. Practice Engaged
2. Research Informed
3. Sustainable Careers and Organisations
4. Liberal: in terms of education choices, shared language and experiences
5. Egalitarian

### Purpose and Contribution

We are proud to be an integrated School of Business within Maynooth University. We are here to contribute to the strategy of our university, and be a complimentary research-informed, practice engaged, Business School within Ireland, Europe and the AACSB family of member Business Schools.



HR EXCELLENCE IN RESEARCH



We have a growing range of taught postgraduate degrees in a range of areas within Accounting, Finance, Strategy, Management, Marketing, International Business, Information Systems; as well as a PhD programme. Our MA and MSc students are a blend of full and part time students; with varying levels of work experience from none to substantial.

Our faculty regularly publish in leading peer-reviewed journals, as well as engage with practice and the wider community in providing research-informed insights in their areas of expertise. The research of the School of Business was recently ranked in the top 20% worldwide in terms of research impact out of over 3200 Business Schools worldwide (GRP database 2020). 80% of our faculty hold a PhD degree.

## The University

Maynooth University is a very distinctive university, a collegial institution focused on science and engineering, humanities, and social sciences, and equally committed to research, teaching and community engagement. Located in Ireland's only university town, its distinctive features and character owe much to its unique history and heritage. It provides a high-quality educational experience to over 15,000 students on a campus with 18<sup>th</sup> century roots and 21<sup>st</sup> century dynamism.

The strategic trajectory and accomplishments of Maynooth University, in the 25 years since its establishment as an autonomous public university, are exceptional, and a source of great pride to the university community, staff, students and alumni. Maynooth University in 2024 ranked in the top 90 global Times Higher Education (THE) Young University rankings, placing 86th in the world. Maynooth University's growing global reputation is based on the originality, quality, importance and impact of its research and scholarship, commitment to teaching and learning, the quality of academic programmes, and its leadership in widening participation in higher education. The sources of success are the dedication of its staff and the energy and engagement of its students.

Maynooth University is a place of lively contrasts – a modern institution, dynamic, rapidly-growing, research-led and engaged, yet grounded in historic academic strengths and scholarly traditions. With over 15,000 students Maynooth offers a range of programmes at undergraduate, postgraduate and doctoral level in the humanities, science and engineering and social sciences, including business, law and education. The University also offers a range of international programmes and partnerships.

Maynooth's unique collegial culture fosters an interdisciplinary approach to research, which its world-class academics bring to bear in tackling some of the most fundamental challenges facing society today. The University's research institutes and centres consolidate and deliver this impact as vibrant communities of learning, discovery and creation. Research at Maynooth also is very much central to its teaching and the University prides itself on placing equal value on its research and teaching missions.

## Maynooth University's Values

Our values define who we are, what we believe in and how we act as a community. They underpin our future success and guide our expectations of ourselves and each other. Our values apply to everyone in the University community:

- Integrity
- Collegiality
- Responsibility



- Freedom of expression
- Ambition

### Maynooth University Strategic Plan 2023 – 2028

The University's Strategic Plan 2023 - 2028 builds on our rich academic history and strong foundations to set out an ambitious and forward-looking path for the future of our University. This roadmap underscores our commitment to adapt to a changing world while staying true to our values.

Our vision is to be a university of excellence, opportunity and impact, having a significant stake in all three.

**For more information about Maynooth University's future direction, please visit:**

<https://strategy.maynoothuniversity.ie/>

### Plean Straitéiseach Ollscoil Mhá Nuad 2023 - 2028

Tógann Plean Straitéiseach na hOllscoile 2023 - 2028 ar ár stair acadúil shaibhir agus ar ár mbunchlocha láidre chun conair uaillmhianach agus cheannródaíoch a leagadh amach do thodhchaí ár nOllscoile. Soiléiríonn an treochlár seo ár dtiomantas do dhul i dtaithí ar dhomhan atá ag síorathrú agus ár ngníomhaíochtaí a chur in oiriúint dó, agus san am céanna a bheith dílis dár luachanna Ollscoile. Is í an fhís atá againn a bheith mar ollscoil feabhais, deiseanna agus tionchair, agus lámh láidir a bheith againn i ngach ceann de na trí ghné seo.

**Léigh anseo le haghaidh breis eolais faoi thodhchaí Ollscoil Mhá Nuad:**  
<https://strategy.maynoothuniversity.ie/?lang=ga>

### Selection and Appointment

- Only shortlisted candidates will be invited to attend for interview;
- Appointments will be approved by the President based on the report of the selection board;
- It is anticipated that interviews will be held during July 2025;
- The appointment is expected to be effective from as soon as possible thereafter.

### Equality and Diversity

Maynooth University actively works to ensure equality, celebrate the diversity of our community, and promote inclusion. To learn more about our commitment to Equality and Diversity, please read the Maynooth University [Equality and Diversity Policy](#) / [Polasáí Comhionannais agus Éagsúlachta](#), our policy on the [Employment of People with Disabilities](#), and our [Gender Equality Action Plan 2023-2026](#). We aim to reflect the diversity of the community we serve and welcome applications from all individuals across our society.

### Terms and Conditions

<b>Tenure</b>	<p>This is a part-time, temporary post for a specified purpose, anticipated to be 6 months duration.</p> <p>Project end date is anticipated to be 30/11/2025.</p>
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<b>Location</b>	The place of work is the campus of Maynooth University, Maynooth, Co. Kildare.
<b>Salary</b>	<p><b>Senior Administrative Officer IV (2024):</b> €67,981 – €81,566 p.a. pro-rata (3 points)</p> <p>Appointments will be made in accordance with public sector pay provisions.</p>
<b>Hours of work</b>	<p>A 37-hour working week is in operation in respect of full-time positions (pro-rated for part-time positions).</p> <p>This can be reviewed or adjusted from time to time through national agreements.</p>
<b>Annual Leave</b>	<p>Annual leave and public holidays are provided for in the University policy: <a href="https://www.maynoothuniversity.ie/human-resources/policies/annual-leave-policy">https://www.maynoothuniversity.ie/human-resources/policies/annual-leave-policy</a></p> <p>Annual leave will be allocated on a pro-rata basis for part-time and temporary positions.</p>
<b>University policies and schemes</b>	<p>Employees of the University will be subject to the terms of the University policies and schemes, available on the University website at:</p> <p><a href="https://www.maynoothuniversity.ie/university-policies">https://www.maynoothuniversity.ie/university-policies</a></p> <p><a href="https://www.maynoothuniversity.ie/human-resources/policies">https://www.maynoothuniversity.ie/human-resources/policies</a></p>
<b>Pension</b>	<p>This is a pensionable post. Employees of the University will enter into a public sector pension scheme, and as such, applicants must ensure they are eligible to become a member of a public sector pension scheme for the duration of the appointment. Details of the public sector pension schemes are available at: <a href="https://www.maynoothuniversity.ie/human-resources/pension-information">https://www.maynoothuniversity.ie/human-resources/pension-information</a></p>
<b>Eligibility</b>	<p>Applicants should note that eligibility is determined by the Department of Enterprise, Trade and Employment. Further information regarding eligibility is available at: <a href="https://enterprise.gov.ie/en/what-we-do/workplace-and-skills/employment-permits/employment-permit-eligibility/">https://enterprise.gov.ie/en/what-we-do/workplace-and-skills/employment-permits/employment-permit-eligibility/</a></p> <p>Non-EEA applicants are responsible for ensuring they can secure a visa to travel to Ireland. Any offer of employment is conditional on applicants securing the appropriate employment permissions.</p> <p><b>Former Irish Public Service employees - Certain Restrictions on Eligibility</b></p> <p>Eligibility of applicants formerly employed by an Irish Public Sector body, and who availed of an Irish Public Service Redundancy or Incentivised Retirement Scheme under the Schemes below, may be affected:</p> <ul style="list-style-type: none"> <li>• Collective Agreement: Redundancy Payments to Public Servants</li> <li>• Incentivised Scheme for Early Retirement (ISER)</li> <li>• Department of Health and Children Circular (7/2010)</li> </ul>



HR EXCELLENCE IN RESEARCH



	<ul style="list-style-type: none"> <li>Department of Environment, Community &amp; Local Government (Circular Letter LG(P) 06/2013)</li> </ul> <p>Applicants should ensure that they are eligible to be re-engaged in the Irish Public Service under the terms of such Schemes. Applicants should address queries with their former Irish Public Sector employer.</p>
<b>Garda vetting</b>	Garda vetting or clearance may be required by the University.
<b>Medical</b>	The University may require a medical examination as a condition of employment.

## Data Protection Law

Applications to the University will be treated in accordance with the University Data Protection Policies. For information on the University's Data Protection Policies and Privacy Notice, please see our website: <https://www.maynoothuniversity.ie/data-protection>

## Application Procedure

### Closing Date:

23:30hrs (local Irish time) on **Tuesday, 8<sup>th</sup> July 2025**.

Please note all applications must be made via our **Online Recruitment Portal** at the following link:

<https://www.maynoothuniversity.ie/human-resources/vacancies>

Applications must be submitted by the closing date and time specified above. Any applications which are still in progress at the closing time on the specified closing date will be cancelled automatically by the system.

Late applications will not be accepted.

**Maynooth University is an equal opportunities employer**

**The position is subject to the Statutes of the University**

