



Ollscoil Mhá Nuad Maynooth University

School of Business Business Developer (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 Research on Energy Systems Intergration, Education & Environment for Sustainability and Innovation Center (IRESI), 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 strategic and motivated Business Developer to support the commercialisation and growth of EleVate—an innovative EV battery management and analytics platform. This role will focus on developing strategic partnerships, identifying market opportunities, and shaping the commercial roadmap for a data-driven solution that enhances EV battery lifespan, optimises fleet performance, and enables a sustainable second-life supply chain.

The successful candidate will play a central role in bridging technical innovation with market adoption, particularly across fleet operators, insurance providers, and sustainability-focused stakeholders.



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Principal Duties

Administrative and other duties:

This will include:

- Identify and develop new market opportunities across EV fleets, insurance, and mobility sectors, contributing to the overall commercial strategy and go-to-market approach
- Build and manage strategic partnerships with industry stakeholders to support pilot programmes, product validation, and long-term growth
- Support the commercialisation of the EleVate platform by shaping value propositions, pricing models, and revenue streams (including data services and SaaS)
- Act as a bridge between technical and commercial teams, translating data analytics and platform capabilities into clear business benefits for customers and partners
- Gather and analyse market and pilot feedback to inform product development, including dashboard features, battery analytics, and residual value tools
- Contribute to the development of the commercial roadmap, including defining the business model and scaling strategy toward market launch
- Identify opportunities to support sustainability goals, including enabling a second-life battery ecosystem and promoting circular economy practices

The ideal candidate will have:

Essential

- Bachelor's degree in Engineering, Computer Science, Information Systems, or a related technical field.
- 3+ years' experience in business development, partnerships, or commercial strategy
- Experience in one or more of the following sectors: EVs, mobility, energy, SaaS, or data analytics
- Proven ability to develop and execute go-to-market strategies
- Strong understanding of business models, revenue streams, and partnership development
- Experience working with early-stage products, pilots, or innovation projects
- Excellent communication and presentation skills



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- Strong analytical mindset with the ability to interpret data and market insights

Desirable

- Master's degree in Engineering, Computer Science, Information Systems, or a related technical field
- Self-starter with a proactive and entrepreneurial mindset
- Strong organisational and project management skills
- Experience working on EU-funded or innovation-driven projects
- Knowledge of AI/data analytics applications in mobility or energy
- Experience in building or scaling partnerships in emerging markets
- Familiarity with ESG frameworks or sustainability reporting

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.



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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

<p>Mission: Maynooth University School of Business is focused on developing critical thinkers and creating impactful knowledge for our community.</p> <p>Values</p> <ol style="list-style-type: none"> 1. Practice Engaged 2. Research Informed 3. Sustainable Careers and Organisations 4. Liberal: in terms of education choices, shared language and experiences 5. Egalitarian <p>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.</p>



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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 17,000 students on a campus with 18th century roots and 21st century dynamism.

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. We offer a range of programmes at undergraduate, postgraduate and doctoral level in the humanities, science and engineering and social sciences, including business, law and education, along with a range of international programmes and partnerships.

The strategic trajectory and accomplishments of Maynooth University, 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 ranked in the top 90 global Times Higher Education (THE) Young University rankings in 2024. 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's Values



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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 uailmhianach agus cheannródaíoch a leagadh amach do thodhchaí ár nOllscoile. Soiléiríonn an treo-chlár seo ár dtiomantas do dhul i dtaithe 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>

Our Strategic Plan sets out an ambition to be an excellent place to learn and work, and an inclusive community where students and staff can flourish and make a distinctive contribution to the national system of higher education and the public good.



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Achieving this requires staff to have a strong sense of connection to the University and support from colleagues. We recognise that our people are our greatest resource and actively seeks to attract, develop, and retain a talented workforce by creating a positive and welcoming University environment. As well as offering a competitive salary, access to a public sector pension scheme, and annual leave allowance, the University also provides other facilities and benefits including, but not limited to:

- Family-friendly leave schemes
- Tax Saver travel scheme and Cycle to Work scheme
- On-campus crèche
- On-campus restaurants and coffee shops
- Employee Assistance Programme
- Health and Well-Being programmes
- Education support opportunities
- Continuous Professional Development opportunities, including leadership programmes, mentoring, Aurora programme.
- Study and Exam leave
- Sports facilities and gym

To learn more about being part of the Maynooth University team, please visit our website at <https://www.maynoothuniversity.ie/human-resources/come-work-with-us>

Selection and Appointment

- Only shortlisted candidates will be invited to attend for interview;
- Candidates invited for interview will be required to make a brief presentation;
- Appointments will be approved by the President based on the report of the selection board;
- It is anticipated that interviews will be held during the month of June 2026;
- The appointment is expected to be effective 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 / Polasaí Comhionannais agus Éagsúlachta](#), our policy on the [Employment of People](#)



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[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.

Maynooth University is an equal opportunities employer and is committed to supporting applicants to enable their full participation in the recruitment process. Applicants are invited to disclose a disability during the recruitment process to ensure adequate measures are in place to enable their full participation.

Terms and Conditions

Tenure	This a full time, temporary post for a specified purpose, anticipated to be 21 months duration. Project end date is anticipated to be 31/12/27.
Salary	Salary: €47,619 - € 62,315 p.a. (6 Points) Appointments will be made in accordance with public sector pay provisions.
Hours of work	A 37.5 hour working week is in operation in respect of full-time positions (pro-rated for part-time positions). This can be reviewed or adjusted from time to time through national agreements.
Location	The place of work is the campus of Maynooth University, Maynooth, Co. Kildare.
Annual Leave	Annual leave and public holidays are provided for in the University policy: https://www.maynoothuniversity.ie/human-resources/policies/annual-leave-policy Annual leave will be allocated on a pro-rata basis for part-time and temporary positions.
University policies and schemes	Employees of the University will be subject to the terms of the University policies and schemes, available on the University website at:



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	<p>https://www.maynoothuniversity.ie/university-policies</p> <p>https://www.maynoothuniversity.ie/human-resources/policies</p>
Pension	<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: https://www.maynoothuniversity.ie/human-resources/pension-information</p>
Eligibility	<p>Applications from non-EEA citizens are welcomed. Applicants should note that eligibility is determined by the Department of Enterprise, Trade and Employment. Further information regarding eligibility is available at: https://enterprise.gov.ie/en/what-we-do/workplace-and-skills/employment-permits/employment-permit-eligibility/</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>Former Irish Public Service employees - Certain Restrictions on Eligibility</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"> • Collective Agreement: Redundancy Payments to Public Servants • Incentivised Scheme for Early Retirement (ISER) • Department of Health and Children Circular (7/2010) • Department of Environment, Community & Local Government (Circular Letter LG(P) 06/2013) <p>Applicants should ensure that they are eligible to be re-engaged in the Irish Public Service under the terms of such Schemes.</p>



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	Applicants should address queries with their former Irish Public Sector employer.
Garda vetting	Garda vetting or clearance may be required by the University.
Medical	The University may require a medical examination as a condition of employment.

Data Protection

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, 19th of May 2026.**

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.

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The position is subject to the Statutes of the University



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