Commercial Development Manager
(12 Month Contract)

The Biomedical Diagnostics Institute [www.bdi.ie](http://www.bdi.ie) is a Science Foundation Ireland CSET (Centre for Science, Engineering and Technology) that is hosted at Dublin City University (DCU). The BDI comprises an Academic-Business-Clinical partnership that carries out cutting-edge research focused on the development of next-generation biomedical diagnostic devices for Point-of-Care and related applications.

In order to deliver its innovative programme of fundamental and applied research, the Institute has assembled a world-class team of multi-disciplinary research scientists and engineers from 4 industry partners (Analog Devices, Becton Dickinson, Alere, and Biosurfit) and 5 partner academic institutions (DCU, Royal College of Surgeons in Ireland (RCSI), NUI Galway, Trinity College Dublin and the Tyndall National Institute).

Now in its seventh year, the BDI has over 130 personnel involved in its activities and occupies a state-of-the-art facility at DCU. It combines a reputation for excellence in research with a strong focus on the translation of its research outputs into clinical and commercial reality.

We now wish to recruit a Commercial Development Manager on a fixed-term full-time contract basis with primary responsibility for engagement with the indigenous Irish industry sector. This position is based at Dublin City University and the post holder will report to the Director of BDI.

Duties and Responsibilities:
The post-holder will:

- Work in close collaboration with the Associate Director (Commercialisation) of the BDI to define & seek to commercialise the IP portfolio of the CSET
- Align commercial development opportunities with existing EI supports and services
- Build partnerships with indigenous industry to promote transfer and implementation of new technologies
• Work with the Associate Director (Commercialisation) to map out a strategy for potential start-ups out of the BDI and leverage indigenous contacts to locate appropriate business partners for these efforts

• Foster links with key personnel in Enterprise Ireland, Science Foundation Ireland and in Centres for Science Engineering and Technology (CSETs) to appropriately leverage SFI-centred, EI-centred or multi-group commercialisation activities for maximum impact

• Work with the Associate Director (Commercialisation) to ensure the achievement of the primary objective of the BDI commercialisation strategy in accelerating the realisation of national economic benefits from the BDI CSET through active exploitation of research outputs

• Help guide future research activity towards commercially relevant outcomes.

• Lead efforts aimed at indigenous funding diversity of the BDI: identifying grant and collaborative opportunities within Ireland and working with researchers to help ensure successful outcomes

**Experience, Qualifications and Skills Required:**

Experience of senior management in a research or industrial environment, together with in-depth knowledge of the diagnostics industry, would be a distinct advantage. It is envisaged that the successful candidate would have a primary degree in a relevant scientific/engineering discipline or equivalent experience in an industrial setting. The ideal candidate will also have significant experience in business development and/or marketing roles in industry and an understanding of IP management practices. The following skills and experience would also be beneficial:

• Experience in business development, marketing, and/or business strategy

• Ability to translate the commercialisation vision into a set of instruments, and to implement, evaluate and review the resulting activities.

• Strong leadership style and the ability to interact with and influence individuals at all levels including investors, business partners, and governmental officials.

• An understanding and appreciation of the IP issues arising in the context of academic research and in particular biomedical diagnostics.

• Ability to decide on the appropriate action, issue directives and monitor subsequent performance. Use dynamic and measured judgment where appropriate.

• A willingness to innovate and implement change
Closing date: Friday 31st August, 2012

A salary commensurate with experience will be offered

Applications should include a CV and covering letter and be submitted with the application form as outlined below.

Application forms are available from:
http://www.dcu.ie/vacancies/APPLICATION_FORM_6pg.doc and from Human Resources Department, Dublin City University, Dublin 9. Tel: (01) 700 5149; Fax: (01) 700 5500
Email: hr.applications@dcu.ie

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