

Title: Senior Commercialisation Specialist, ICT Commercialisation
Grade: Senior Scientific Officer (SSO)
Department: ICT Commercialisation
Business Unit: Research & Innovation
Reporting to: Director, ICT Commercialisation
Location: East Point, Dublin
Job Reference: EI.065.20E

Role Purpose

The Senior Commercialisation Specialist, ICT role within Enterprise Ireland's Research and Innovation Division plays a vital part in achieving economic impact from Ireland's national research investment. The person appointed to this post will deliver competitive new spin out company prospects from research to Enterprise Ireland's company start up programmes and find, link and facilitate opportunities for Irish companies to commercially benefit from the innovation and technology opportunities and skills embedded in the Irish national research system.

Key Deliverables

- Work as part of Enterprise Ireland's ICT Commercialisation team to achieve new company spin out prospects from research that are invested in through Enterprise Ireland's start up programmes.
- Increase the number of Irish companies conducting collaborative research projects with the Research system for commercial impact.
- Work with interested researchers to build the pipeline of research commercialisation projects to achieve metrics.
- Build and develop business networks and relationships with relevant stakeholders including key research stakeholders, client companies (both SMEs and Large), colleagues and other research/business partners.
- Support Enterprise Ireland sectoral colleagues in acting on their client companies' innovation needs and translate them into a number of agreed commercially fruitful engagements with the research system.
- Contribute to the continued development of key Enterprise Ireland investments in research commercialisation such as Technology Centres and Technology Gateways as assigned.
- Maintain a high-level of personal understanding of new technology disruptors and software technology trends and market sectors with a view to contributing to Irish software companies' future opportunities and development of strategy in this area.
- Create engagement opportunities and relationships with Enterprise Ireland's ICT sector teams and key internal stakeholders to share, integrate and incorporate ICT Commercialisation knowledge, experience and expertise into the development of Enterprise Ireland's ICT sectors.
- Facilitate contact between Irish based industry (including SMEs) and research groups in third level institutes.
- Work to facilitate access by researchers to the range of support programmes and services provided by Enterprise Ireland to assist with both the formation of high potential start-up companies, protection and licensing of technology and the development of strong, innovative links to industry.
- Proactively promote awareness of the importance of commercialisation issues with researchers and their institutions.

Functional Competencies (Key Skills and Knowledge)

- Experience of working with or in a commercial environment in the ICT industry is essential, coupled with a background of working in research and development / new product introduction and/or research commercialisation.
- An honours degree, or equivalent professional qualification, in a relevant scientific or technical discipline is essential.

- A demonstrated understanding of the international market trends for ICT, in particular software technologies and services, is essential.
- A credible track record in proactively building and developing business networks and relationships, both internally and externally, with relevant stakeholders including key research stakeholders, client companies, colleagues and other research/business partners and bodies is essential.
- Previous commercial experience of business development/sales, R&D and new product introduction.
- Ability to assimilate and understand scientific and technological issues and to assess their commercial potential.
- Ability to engage effectively at senior level and at all levels in the business cross-cultural environment between companies, academia and the markets.
- Sufficient personal credibility to successfully promote the Enterprise Ireland software research and commercialisation agendas within industry and academic communities.
- A detailed knowledge of current technology and research trends in software.
- Appropriate experience, ideally involving the identification and commercialisation of intellectual property through licensing or new enterprise development.
- An understanding of the cultural issues prevalent in a research-focused academic environment and an ability to manage interpersonal relationships in that environment.
- An understanding of Enterprise Ireland's HPSU supports, Enterprise Ireland's co-investment process and the wider startup ecosystem in Ireland desirable.
- Strong personal network and contacts within the ICT Sector.

Enterprise Ireland Behavioural Competencies

Results Focused

The ability to remain outcome and results focused with regard to business priorities and organisational goals, monitoring progress and adjusting approach ensuring delivery against the appropriate timescales.

Innovation and Risk-Taking

Actively encourages new ideas, experimentation and measured risk-taking, while always being on the look out for opportunities to continuously improve business processes and efficiencies within Enterprise Ireland and client organisations.

Problem Solving and Decision-Making

The ability to be decisive and take tough decisions about clients, people and costs to deliver sustainable results, using the analysis of information and situations to make logical and sound decisions.

Client Focused

The ability to provide an excellent client service focusing on client needs and building and maintaining effective personal and business relationships to advance clients' objectives and Enterprise Ireland strategy.

Communicating with Impact to Influence Others

Communicates in a manner that will persuade, convince and influence their own staff and others, both internally and externally, in order to motivate, inspire or encourage them to follow a particular course of action.

Teamworking

Co-operates with colleagues, shares information and respects the opinions and values of staff members. Understands the skills, experience and knowledge of staff members and maximises how these can be utilised to the benefit of the department, the organisation and the client.

Embracing & Leading Change

Understands the business agenda of Enterprise Ireland and embraces changes for area of responsibility and for external and internal clients.

Acting / Leading with Integrity

Lives the Enterprise Ireland purpose and values, acting genuinely and with integrity, in a manner that builds trust and engages and motivates others, placing the genuine needs of the client, the organisation, and staff ahead of personal agendas

Networking

Establishes and maintains mutually beneficial relationships with colleagues and other networks for the purpose of sharing information.

Developing Yourself & Others

Creates an environment that enables others to excel in terms of job performance.

Salary Scale:**€62,508 to €84,369 per annum contributory superannuation**

Rising to €89,923 by long service increments.

€59,473 to €80,283 per annum non-contributory superannuation

Rising to €85,561 by long service increments.

Candidates should note that entry will be at the minimum of the relevant scale and the rate of remuneration may be adjusted from time to time in line with Government pay policy. Subject to satisfactory performance, increments may be payable in line with current Government Policy.

Application and Selection Process:

The selection process may include short-listing of candidates. The selection criteria will be based on the requirements of the position. It is therefore important that you provide a detailed and accurate account of where you believe your skills and experience meet the requirements for the position. This should be contained in a short supporting document (maximum 2 pages) accompanying your CV (template attached).

Applicants should note that, for shortlisting purposes in particular, clear evidence of the functional competency requirements listed as essential in this specification must be demonstrated as part of your supporting document accompanying your CV.

To apply for the position, send a detailed CV and supporting document quoting reference number **EI.065.20E** to Robin.craig@cpl.ie to be received **on or before Wednesday 27th January 2021**.

For queries in relation to this role or the application process applicants should contact Robin.craig@cpl.ie or call Robin at 01 947 6336.

Cpl will acknowledge all correspondence within 3 working days. Applicants who do not receive an acknowledgement within 3 working days should contact Robin.craig@cpl.ie.

Enterprise Ireland is an equal opportunities employer