

**Minimum 6 Month Fixed-Term Contract – Commencing June/July 2024**

<b>Title</b>	Senior Commercialisation Specialist, Life Sciences Commercialisation
<b>Grade</b>	Senior Scientific Officer (SSO)
<b>Department</b>	Commercialisation
<b>Business Unit</b>	Research & Innovation
<b>Reporting to</b>	Department Manager
<b>Location</b>	East Point, Dublin
<b>Job Reference</b>	<b>EI.054.24E</b>

**Role Purpose**

The Senior Commercialisation Specialist, Lifesciences, 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 high potential start-ups 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**

- Achieve new high potential start-ups from research that are invested in through Enterprise Ireland's start up programmes by working as part of the Enterprise Ireland Commercialisation team.
- Build the pipeline of research commercialisation fund projects to achieve metrics by working with interested researchers and the Technology Transfer system at Ireland's public research institutions.
- Build and develop business networks and relationships with relevant external stakeholders including key research institutions, clinicians, mentors, business partners, private investors, and other research/commercial partners.
- 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 by facilitating access by researchers to the range of support programmes and services provided by Enterprise Ireland
- Proactively promote awareness of the importance and impact of commercialisation of research with researchers and their institutions
- Maintain a high-level of personal understanding of new technology disruptors and technology trends and market sectors with a view to contributing to Irish Lifesciences companies' future opportunities and development of strategy in this area.
- Share, integrate and incorporate Lifesciences commercialisation knowledge, experience and expertise into the development of EI sectors by creating engagement opportunities and relationships with EI's Lifesciences and Digital Health sector teams and other key internal stakeholders.
- Facilitate contact between Irish based Lifesciences industry (including SMEs) and research groups in third level institutes.

**Functional Competencies (Key Skills and Knowledge)**

- Experience of working in a commercial environment in the Lifesciences industry is essential.
- An honours degree, or equivalent professional qualification, in a relevant scientific or technical discipline is essential.
- An understanding of the international market trends for Lifesciences 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 institutions, client companies, colleagues and other research/business partners and bodies is essential.
- Experience in working directly in the commercialisation of research.
- Ability to engage effectively at senior level and at all levels in the business cross-cultural environment between companies, academia, clinicians and the markets.
- 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.
- Sufficient personal credibility to successfully promote the Enterprise Ireland Lifesciences research and commercialisation agendas within industry and academic communities.
- A detailed knowledge of current technology and research trends in Lifesciences sectors.
- Appropriate experience, ideally involving the identification and commercialisation of intellectual property through licensing or new company start up development.
- An understanding of the cultural issues prevalent in a research-focused academic environment and an ability to manage interpersonal relationships in that environment.
- Strong personal network and contacts within the Life Sciences industry 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 lookout 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.

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### **Salary Scale**

#### **€70,221 to €95,396 per annum contributory superannuation**

Rising to €101,880 by long service increments.

#### **€66,812 to €90,627 per annum non-contributory superannuation**

Rising to €96,787 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. Salary will be pro-rated in line with duration of fixed term contract.

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### **Location**

The location for this role is East Point, Dublin. However please note that the successful candidate will be expected to undertake travel within Ireland and occasionally internationally as part of this role.

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### **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 document (maximum 2 pages) accompanying your CV.

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.054.24E** to [HRConnect@enterprise-ireland.com](mailto:HRConnect@enterprise-ireland.com) to be received on or before **Monday, 27<sup>th</sup> May 2024**.

**N.B. All correspondence will be acknowledged in writing by the HR Department within 3 working days. Applicants who do not receive an acknowledgement within 3 working days should contact [hrconnect@enterprise-ireland.com](mailto:hrconnect@enterprise-ireland.com)**

**ISSUED BY THE HR DEPARTMENT, ENTERPRISE IRELAND ON 7<sup>th</sup> MAY 2024**