Institute of Technology, Tralee
InstitiúidTeicneolaíochta, TráLí

Applications are invited for the following position:

[Dublin-based] Business Development Co-ordinator- Applied Internet of Things (A-IoT) Technology Gateway Group

The IMaR Technology Gateway at Institute of Technology Tralee is part of the Enterprise Ireland funded Technology Gateway Network, www.technologygateway.ie. To promote the Network's capabilities in the broad technology area of the Internet of Things and to apply these capabilities to Irish industry, an Applied IoT group of 5 Gateways has been established. This consortium consists of IMaR (ITT), WiSAR (LyIT), TEC (CIT), MSTG (WIT) & COMAND (AIT). This initiative will provide focussed access to nearly 300 research professionals in software, hardware, communications/networks, data analytics, control, UI/UX and trialling in the 5 Gateways across the Nationwide Network via this dedicated portal.

The primary aim of the A-IoT group is to promote its capabilities to companies based within the Dublin region. The Business Development coordinator will be responsible for the promotion of the A-IoT group's collective technical skillset and the generation of IoT project leads with industrial partners. The ensuing industrial projects will be delivered by the 5 Gateways in the A-IoT group. This position will be based in the A-IoT Technology Gateway Group offices in Dublin city centre.

Minimum Qualifications

Applicants are required to have a minimum of a bachelor's degree in engineering, computer science or equivalent.

Candidates ideally demonstrate the following:

- Extensive experience within the technical research or technical selling field.
- Excellent knowledge of industrial requirements in the Internet of Things field.
- Experience working with both academic and industrial project partners.
- Strong knowledge of technological research strategies and trends.
- Good organizational skills,
- An ability to manage resources.

The following skills would be desirable:

- Familiarity with the academic and industrial research environments and willingness to contribute to the group as a whole to develop this and other projects.
- Self-motivated, reliable, hard-working with good communication skills.
- Knowledge of national research funding mechanisms

IMaR
Technology Gateway

INTELLIGENT MECHATRONICS AND RFID

Job Role and Description

The A-IoT Business Development Co-ordinator will be responsible for the following:

- Driving industrial engagement, with focus on Enterprise Ireland funding mechanisms.
- Generation of business leads which are actionable by the A-IoT member Gateways.
- Development of Business/Sales plan for A-IoT.
- Promotion of the A-IoT group and raising awareness of the A-IoT within industry in Dublin.
- Organisation and hosting of promotional events and attendance at conferences.
- Engagement with potential clients, as directed by the A-IoT executive committee, for the generation of prospective research projects based on the skillsets offered in the IoT sector.
- Technical evaluation of client requirements .
- Establish and maintain a common CRM system for the A-IoT.
- Regular reporting against a defined set of KPIs.
- Creation of branding and promotional material,

Salary

This position is for 18 months, until end December 2017, in the first instance. A salary of up to €65,000 per annum will apply to this post, dependant on employee qualifications and experience.

Application Procedure

All applications must be made online at www.ittralee.ie

Location

This post is located at the A-IoTs Dublin city centre office, however occasional visits will be made to collaborate with Industrial and Academic Partners, including the A-IoT member Gateways.

Informal Enquiries

Informal enquiries ONLY may be addressed to Dr.Daniel Riordan, email: daniel.riordan@staff.ittralee.ie

Closing date for applications is 12.00noon on Friday 1st July 2016

Applications received after the closing date will not be accepted

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