Ollscoil Mhá Nuad
Maynooth University

MaynoothWorks
Business Development Manager, Rinn Advanced Therapies
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.

MaynoothWorks is the Maynooth University office for Knowledge Exchange, Enterprise Partnership and Entrepreneurship, under the office of the Vice President of Research and Innovation and works in close collaboration with the Research Development Office.

Rinn Advanced Therapies is a newly formed Research Centre coordinated by Trinity College Dublin (TCD) in partnership with Maynooth University, University of Galway, University College Dublin, TU Dublin, University College Cork and the National Institute for Bioprocessing Research and Training. The Centre has secured significant funding from Research Ireland commencing on 1 July 2026. Its vision is to enable patients in Ireland to access novel, effective and affordable personalised immune cellular therapies by integrating regulatory, manufacturing, clinical and health-economics expertise across the consortium.

We are seeking to appoint a **Business Development Manager** to support the establishment of this new Centre. **Rinn Advanced Therapies** will serve as a national focal point for the translation of advanced cell immunotherapies, accelerating innovation towards scalable clinical and commercial applications. To support its growth, the Centre seeks a strategic individual to develop partnerships, explore and build on commercialisation opportunities and build its national and international profile. The Business Development Manager will play a central role in connecting the Centre's research strengths with industry, government and funding bodies. The successful candidate will identify and develop strategic partnerships, support technology and knowledge transfer activities and contribute to the Centre's long-term sustainability

and impact. The role requires strong leadership, commercial acumen and relationship-building skills, with responsibility for delivering the Centre's industry engagement strategy, setting targets and monitoring performance.

The postholder will be responsible for growing industry-academic collaborations, attracting industry funding, supporting commercialisation activities and contributing to the development and implementation of the Centre's industry funding strategy. The role will focus on expanding industry involvement, identifying licensing and spin-out opportunities and supporting sustainable growth across multiple sectors. Based at Maynooth University, the successful candidate will work closely with partner institutions, academic researchers, Technology Transfer Offices and Business Development units across the consortium. The role will involve national and international travel and may involve some additional focus during busier periods, as such will require a flexible approach to working arrangements.

Key responsibilities include developing external partnerships, leading negotiations with industry partners, achieving industry engagement KPIs and supporting knowledge transfer activities in collaboration with Knowledge Transfer Ireland and institutional Technology Transfer Offices. The successful delivery of increased industry engagement, long-term partnerships and sustainable industry investment will be central to the role.

It is also anticipated that 1-2 days per week will be spent at the Rinn Advanced Therapies offices located at Trinity College Dublin, Dublin.

Reporting to the Director of MaynoothWorks for general administration and HR activity, the successful candidate will report to, and work closely with, the centre's Industry Liaison, Dr Shirley O'Dea, on day-to-day Rinn Advanced Therapies activities.

Principal Duties

Strategic Leadership

- Responsible for identifying, cultivating, and managing relationships with industry partners across key sectors.
- Play a leadership role in the delivery of industrial investments for Centre industry targets and key performance indicators (KPIs).
- Advise the Operations Team, Executive Management Team and the Applicant Team on significant and new strategic opportunities to maximise industry investment from national- and international-based companies.
- Responsible for the development and maintenance of partnership models that support collaborative research, technology adoption and long term engagement.
- Represent the Centre at national and international events, conferences and industry forums e.g. Research Ireland, IDA, Enterprise Ireland, etc.

- Drive a culture of industry and government engagement to deliver measurable impact across the Centre.

Commercialisation and Innovation

- Work closely with the management team on the successful and consistent delivery of existing industry projects.
- Work with all institutional Technology Transfer Offices to support IP management, licensing opportunities and spin-out creation.
- Lead, develop and co-manage a robust pipeline of New Business Opportunities across the Centre in collaboration with Academic Researchers, Programme Managers, Business Development Assets, Contracts, IP and Commercialization stakeholders, ensuring alignment and communication of priorities and efficient translation of opportunities from scoping to project initiation and conclusion.
- Translate research outputs into commercially viable propositions, including market assessments, value propositions and business cases.
- Support researchers in identifying pathways to impact for advanced therapies related technologies and applications.

External Engagement and Partnerships

- Lead on identifying, cultivating and managing relationships with industry partners across key sectors.
- Support the development of large scale collaborative proposals involving academic and industry partners.
- Maintain strong relationships with funding agencies and contribute to strategic planning for future calls.
- Identify forums, networks and business individuals, source market reports, data trends for the identification and development of new business opportunities or key stakeholder partnerships to grow and sustain the industry partner pipeline.
- Design, attend and lead Industry stakeholder workshops to engage potential partner companies on key business initiatives and strategic partnership development.
- Develop working relationships with central business development and technology transfer offices within our institutional partners with respect to benchmarking and new initiatives for improvements, business development and shared best practice.

Centre Growth & Stakeholder Engagement

- Contribute to the Centre's strategic planning, including industry engagement strategy and long term sustainability models.
- Oversee the creation and maintenance of necessary industry databases and reports, including liaison with other team members in the Centre.
- Develop communication materials, case studies and impact reports to showcase the Centre's capabilities and achievements.

- Provide coaching and support to the Centre's research investigators and core team members as required in relation to development of successful industry engagement.
- Support the organisation of workshops, industry days and outreach activities.

General and External Commitments

- Work closely with the Operations Team to shape, refine and deliver the Centre's initial and long-term strategic vision, objectives and impact agenda.
- Work with the Executive Management Team and the Academic Director as required on any reporting requirements that arise as part of the Centre's work.
- Work with the Centre's finance team to support the deliver reports on industry cash target performance and business plan implementation which meet the Centre's reporting obligations including Research Ireland annual reporting, progress reporting and site reviews.
- Work with institutional Technology Transfer Offices to ensure the efficient transfer of technology and knowledge to industry collaborators and partners.

The ideal candidate will have:

Essential

- Primary degree (NFQ Level 8 or equivalent) in a relevant field (e.g. science, health, biomedical engineering)
- At least 5 years' experience in a high-level business development, technology transfer, research commercialisation or innovation management environment with evidence of strategic initiative development
- Strong understanding of national, international and university IP policies
- Knowledge of the university and industrial sectors, through working either in or across both sectors
- Experience developing partnerships with industry, government or international collaborators
- Proven ability to foster interdisciplinary collaboration and support diverse research teams
- Strong organisational leadership skills
- Excellent communication, negotiation and stakeholder management skills
- Strategic thinking skills, adaptability and a proactive approach to identifying opportunities
- Strong analytical, problem-solving and decision-making skills
- Committment to achieving results, putting in additional effort as required
- Collaborative mindset and be adaptable and motivated by impact and innovation
- Excellent IT skills and experience with information management systems and digital workflows

Desirable

- PhD and/or MBA or significant industry experience in a similar role in industry
- Ability to drive a culture of industry engagement and research impact
- Experience supporting spin out formation or early stage technology ventures
- Understanding of University structures
- Experience working within a research intensive environment or with tech start ups
- Ability to research and evaluate complex data (both financial and non-financial) and to make decisions considering the wider implications on a range of stakeholders
- Understanding of the Irish and European research funding landscapes
- Proven ability to secure competitive research funding
- Experience with large scale research infrastructure or national research initiatives
- Knowledge of regulatory controls on human therapeutics enforced by the HPRA, EMA and FDA
- Comfortable operating at the interface of science, industry and policy
- Able to translate complex technical concepts into clear, compelling narratives
- Flexible approach to working hours is desirable as the demands of the post may require work outside of normal office hours from time to time.

MaynoothWorks

MaynoothWorks is the Maynooth University technology transfer office responsible for knowledge exchange, enterprise partnership, and entrepreneurship innovation. MaynoothWorks collaborates closely with researchers, industry, society, and public bodies to drive the translation of research into impact. Our team of 4 staff is under the remit of the Vice President for Research and Innovation.

MaynoothWorks is responsible for the protection and exploitation of Maynooth University Intellectual Property, helping the university to create impact from unmet commercial and societal needs through collaboration and knowledge exchange. We develop and lead innovative training programmes to promote the flow of expertise and technology into wider society and actively seek to blur the boundaries between the University and its surrounding environment. MaynoothWorks is part-funded by Enterprise Ireland's through the KT Boost Programme (co-funded by the Government of Ireland and the European Union through the Southern, Eastern & Midland Regional Programme 2021-2027).

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

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 uaillmhianach agus cheannródaíoch a leagadh amach do thodhchaí ár nOllscoile. Soiléiríonn an treochlár seo ár dtiomantas do dhul i dtaithí 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. 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;
- It is anticipated that interviews will be held during January 2027;
- The appointment is expected to be effective from February 2027 or 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 with Disabilities, and our Race and Equality action plans. 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 is a full-time, temporary post for a specified purpose anticipated to be of 5 years duration.
Salary	Senior Administrative Officer IV (2026): €71,441 p.a. (1 point with increment)
Hours of work	A 35-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.

	Flexibility will be required in relation to working arrangements in line with business needs of the Centre.
Location	The primary 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: https://www.maynoothuniversity.ie/university-policies https://www.maynoothuniversity.ie/human-resources/policies
Pension	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
Eligibility	Applications from non-EU/EEA/UK candidates are welcome where eligibility to work in Ireland can be demonstrated or where an employment permit can be obtained in line with Department of Enterprise, Trade and Employment requirements. Please note that not all roles are eligible for employment permits, and applicants are responsible for ensuring they meet the relevant immigration and employment permission requirements. Further information regarding eligibility is available at: https://enterprise.gov.ie/en/what-we-do/workplace-and-skills/employment-permits/employment-permit-eligibility/ 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.

	Former Irish Public Service employees - Certain Restrictions on Eligibility 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: • 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) Applicants should ensure that they are eligible to be re-engaged in the Irish Public Service under the terms of such Schemes. 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

For informal enquiries prior to application, please contact Dr. Shirley O'Dea (shirley.odea@mu.ie).

Closing Date:

23:30hrs (local Irish time) on **Sunday, 13th December 2026**

Applicants should submit a full curriculum vitae and a cover letter (max 2 x pages) indicating how you fit the role profile as set out above.

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.

Maynooth University is an equal opportunities employer

The position is subject to the Statutes of the University