Research Fellow/Commercial Lead – Neutro-Predict Project

School of Medicine, CMNHS

Ref. No. University of Galway 305-22

Applications are invited from suitably qualified candidates for a temporary full time fixed term position as a Research Fellow with expertise in market analysis, commercialization, product design and validation to work as the Commercial Lead on an Enterprise Ireland funded project at the School of Medicine, University of Galway, Galway, Ireland. This position is available from 1st February 2023 for 12 months.

The role is part of the Commercialisation Fund project in NUI Galway working on the development of a novel neutrophil monitoring device. This is an exciting opportunity to join with the team at design phase.

Job Description:
The successful candidate will work with the existing team, but lead all activities, processes, milestones and deliverables associated with the commercial exploitation of the technology.

This means taking accountability and ownership of work streams such as:

- Market study and market analysis: Primary and secondary market research. i.e. initial market segments & prioritization; addressable market & market potential; access and/or buying dynamics; uptake/penetration; competitor analysis.
- User-led design: Primary market research KOLs and target customers. i.e. initial design concepts; USFs; product costing; initial prototype/s; clinical testing.
- IVD medical device product development and validation.
- In-vitro diagnostic assay design and validation is desirable.
- Business Model options and Financial Viability: i.e. Build financial model.
- IP Strategy: Patent options/possibilities (e.g. registered IP vs. know-how); geographies; timings. Patents to be filed as necessary.
- Reimbursement options: Engage with insurers and other stakeholders as relate to reimbursement model.
- Regulatory pathway: Geographical prioritization informed by reimbursement options and most viable geographies. Inputs into product registration Technical file content and timings.

Duties:
The key goals for the Commercial Lead are:

- An execution-oriented, investment-ready business plan that puts into motion the ‘what’, ‘why’ and ‘how’ of establishing the Neutro-check business, and the device as the indispensable, Gold-Standard device for patients undergoing chemotherapy treatment, plus provides a roadmap for leveraging the Platform Technology for establishment of a product portfolio.
- A suitable team constituted for the envisaged spin-out company, that can engage with and entice the investment community, and operationalize the company.
Qualifications/Skills required:

**Essential Requirements:**
- Lifesciences or Physical Sciences degree; MSc and above
- Business degree: MBA
- >10 years’ commercial oriented experience in the medical devices and healthcare sectors
- Experience in the commercialisation of technology
- Experience in raising public- and private finance
- Experience in operationalising and running a tech start-up
- Experience in supervising technical/clinical Assay Validation for IVD (as per CLSI or ISO standards)

**Skills:**
- Project Management
- Financial Modelling
- Negotiation
- People/Team Management

**Software Skills:**
- MSWord, MSExcel, MS PowerPoint: Advanced user
- Project Management software: Intermediate user

**Market Research Skills:**
- User-Led Design
- Primary and Secondary Research methodologies

**Desirable requirements:**

**Skills and experience:**
- Marketing & Sales
- Product Management
- Market Analysis
- In-vitro Diagnostics
- Assay validation

**Sector/industry experience:**
- Analysis or diagnostics

(For research assistant and Part-time posts, please include this clause in the advertisement)

Employment permit restrictions apply for this category of post

**Salary:** €59,227 - €72,045 per annum pro rata for shorter and/or part-time contracts (public sector pay policy rules pertaining to new entrants will apply).

**Start date:** Position is available from 1st February 2023

**Continuing Professional Development/Training:**
The University of Galway provides continuing professional development supports for all researchers seeking to build their own career pathways either within or beyond academia. Researchers are encouraged to engage with our Researcher Development Centre (RDC) upon commencing employment – see www.universityofgalway.ie/rdc for further information.'

Further information on research and working at University of Galway is available on Research at University of Galway

For information on moving to Ireland please see www.euraxess.ie

Informal enquiries concerning the post may be made to Dr Ananya Gupta, Email ananya.gupta@universityofgalway.ie

NB: Gárda vetting is not a requirement for this post (as appropriate to Child Protection Policy)

To Apply:
Applications to include a covering letter, CV, and the contact details of three referees should be sent, via e-mail (in word or PDF only) to Dr Ananya Gupta, Email ananya.gupta@universityofgalway.ie

Please put reference number University of Galway 305-22 in subject line of e-mail application.

Closing date for receipt of applications is 5.00 pm 23rd December 2022

Interviews are planned to be held on 15th January 2023

We reserve the right to re-advertise or extend the closing date for this post.

The University of Galway is an equal opportunities employer.

All positions are recruited in line with Open, Transparent, Merit (OTM) and Competency based recruitment.