



Ireland's European Structural and Investment Funds Programmes 2014-2020

Co-funded by the Irish Government and the European Union



**European Union**  
European Regional Development Fund



**ENTERPRISE IRELAND**  
where innovation means business

**Job Title:** Commercial Executive

**Reporting to:** Dr Liam Morris. Senior Principal Investigator

**Location:** MET Technology Gateway, Galway-Mayo Institute of Technology (GMIT), Galway

**Duration:** 9 month fixed-term contract [There is flexibility regarding the working week & duration of contract]

**Funding Agency:** Enterprise Ireland. This project is co-funded by the European Regional Development Fund (ERDF) under Ireland's European Structural and Investment Funds Programme 2014-2020.

**Funding Type:** Commercialisation Fund CF-2017-0676-P

**Project Title:** Development of an endovascular device for the treatment of heart failure.

GMIT's Medical Engineering Technology Gateway integrates a multidisciplinary team of researchers collaborating to provide clinically inspired solutions to clinicians and the MedTech Sector. GMIT's MET Gateway delivers unique research, design and development to advance pre-clinically relevant *in vitro* simulators that replicate various parts of the human anatomy.

A team from the MET research centre, led by Dr Liam Morris, are developing *a novel endovascular device for the treatment of heart failure*". Applications are invited from suitably qualified candidates with significant commercial experience for this 9 month full-time fixed term position as a Commercial Executive on the project, to support the development of a start-up company. This position will be based in the MET Technology Gateway at Galway-Mayo Institute of Technology, Galway campus.

### Minimum Requirements

- Primary degree or equivalent.
- Minimum of 3-5 years commercial experience in the medical device industry or in a medical device based start-up.
- A strong commercial track record and excellent business credentials.

### The candidate should have experience in some or all of the following

- A qualification in Business or Marketing advantageous.
- Health economics assessment.
- Marketing analysis.
- Previous start-up and founding leadership experience, preferably in the MedTech industry.
- Customer discovery and validation, identification and validation (de-risking) of commercial opportunity from early stage technologies.
- Establishing a product strategy, business model and path to market for new (unproven) technologies to secure early adopter customers and potential seed investors.
- Developing of investment strategy and fund-raising through Venture Capital or Angel investors.
- Creating relevant industry contacts and networks (e.g. investors, customers, channels) and ability to leverage same.
- Engaging and communicating with potential investors.

### Key Responsibilities

1. Perform the role of Commercial Executive to develop a start-up company.

2. Develop the commercial roadmap for the start-up company.
3. Development of a commercial and marketing strategy constituting the most commercially attainable and attractive opportunity for the technology.
4. Conduct an in depth Market Analysis of the heart failure market, and validate the market opportunity with end users and potential trial partners and/or early adopters.
5. Complete investor-ready business plan for external and internal stakeholders.
6. Development of an investment and financing strategy that is capable of leveraging private and state equity investment options as appropriate.
7. Secure external investment to build and scale the company to its next stage of development / funding.
8. Identifying funding sources (national and international) and completing applications for same.
9. Engage and communicate with customers and other stakeholders
10. Maintain confidentiality of all background IP, foreground IP, and research results emerging from this project.
11. Attend regular meetings with project team and other stakeholders.
12. Ensure that project work is performed in line with Health and Safety and other relevant Institute policies.

**Salary:** €53,776.00 per annum

Further information on the position may be obtained from Dr Liam Morris, Senior Principal Investigator ([liam.morris@gmit.ie](mailto:liam.morris@gmit.ie)).

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**Interested applicants should submit a detailed Curriculum Vitae including a personal statement as to how you meet the requirements of the post described to [hr@gmit.ie](mailto:hr@gmit.ie)**

**The Human Resources Department  
Galway-Mayo Institute of Technology  
Dublin Road  
Galway  
Ireland.  
H91 T8NW**

**Telephone No. + 353 91 742766/742767 /742740**

**Latest date for receipt of completed application is: 12 noon on Friday, 11<sup>th</sup> January 2019.**

*Please note:*

*Applications received after the closing date will not be accepted.*

*Candidates must hold a valid work permit/hosting agreement to work in Ireland.*

*Garda Vetting will apply.*

*The Galway-Mayo Institute of Technology is an equal opportunities employer and welcomes applications from people with a disability.*

*Cuirfear fáilte roimh chomhfhreagras trí Ghaeilge.*