



Richard O'Beirne

Publishing Consultant

Richard O'Beirne

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Richard O'Beirne is a publishing professional with 30 years' experience in helping commercial and not-for-profit organizations navigate digital transformation, innovation, and digital strategy.

He has worked in digital roles with leading publishers, most recently Oxford University Press, and has contributed to several cross-publisher industry organizations as well as University of Oxford research and publishing initiatives. He is a strong advocate for cross-industry collaboration and for encouraging organizations to be open to learning from others.

As a consultant, Richard combines technical proficiency and a strategic approach to identify opportunities, strengthen operations, and develop high-impact digital products and services.

Based in Ireland, he works with clients across the UK and US, currently through Clarke & Esposito.

Core Skills

Digital Transformation & Innovation: Leading digital innovation projects from idea to execution, delivering improved engagement, operational efficiency and increased revenue.

Product & Project Management: Sponsoring complex, multi-stakeholder projects, managing budgets, roadmaps and schedules, delivering high quality products and services.

Strategic Analysis & Planning: Conducting competitive analysis and market research to develop business cases and shape successful strategies for partnerships and investments.

Stakeholder & Partnership Management: Creating and maintaining relationships with internal teams, technology partners, external organizations and industry leaders.

Sales & Business Development: Developing strategic communication strategies and contributing key digital responses to RFPs, securing multi-million euro contracts.

Experience

Clarke & Esposito | Consultant

May 2025 to date, Sligo, Ireland

richardobeirne.com | Consultant

May 2024 to date, Sligo, Ireland

- **March 2025** – London Book Fair
- **December 2024** – STM Innovation & Integrity conference
- **September 2024** – Completed a UCD Certificate in Advanced Artificial Intelligence in gaining expertise in AI governance, compliance with the EU AI Act, Responsible AI practices and assessing AI's organizational impact to guide digital transformation projects.

Oxford University Press | Digital Strategist (Remote)

January 2016 - April 2024, Sligo, Ireland

- **Product management:** Worked as a Subject Matter Expert on requirements gathering, development and deployment of new products and services.
- **Strategic analysis and communications:** Enhanced the organization's strategic planning through establishing industry contacts and performing competitor analyses. Drafted reports, ran training webinars and gave conference presentations to senior management and publishing partners.
- **Digital innovation:** Identified opportunities for innovation in research communications; prepared business cases for funding; managed projects through to completion.
- **Sales and new business acquisition:** Developed communications strategies and key messages for responses to RFPs for publishing and communications services. Activities included bid writing, presentation creation, in-person and remote presentations.

Oxford University Press | Online Publishing Manager

April 2004 - December 2015, Oxford, UK

- Management of £2m+ online publishing budget.
- Key acquisitions team member, winning 30+ contracts.
- Publishing platform and technology partner management.
- Represented OUP on various industry bodies and working groups, including Crossref, JATS XML and ORCID.
- University of Oxford CIO Innovation Fund Board Member.
- University of Oxford Research Data Management group member.

Blackwell Publishing | Deputy Technology Development Manager

January 1995 - April 2004, Oxford, UK

Education

Certificate in Advanced Artificial Intelligence

UCD Professional Academy [2024]

Certificate in Product Management

Pragmatic Institute

Certificate in Effective Project Management

Hemsley Fraser

Diploma in Advanced Studies in Publishing

Oxford Brookes University [1994]

BA Hons. (English and Philosophy)

University College Dublin [1993]

Publications & presentations

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- Blog posts on <https://richardobeirne.com/>
 - Contributions to <https://www.ce-strategy.com/the-brief/>
 - Data Visualisation, a publisher's point of view – [Oxford University Podcast](#) recording (2016)
 - Alan Turing Institute symposium on reproducibility for data-intensive research - Final Report. Burgess, Lucie; Crotty, David; De Roure, David; O'Beirne, Richard et al. <https://doi.org/10.6084/m9.figshare.3487382.v2> (2016)
 - #Force2015 – back to the future of scholarly communications – A blog post for the Force 2015 Research Communications conference: [OUP.com Blog](#) (2015)