

Staff Opportunity

Title:	Senior Market Advisor, Technology & Digital Services
Business Unit:	Global Markets Division
Reporting to:	UK Manager, London
Salary:	£70,059
Location:	London
Duration:	This post is being offered on the basis of a 3 Year local assignment
Job Reference:	EI.003.25E
Closing Date:	4th February 2025

Applicants must be eligible to live and work in the UK at the time of application.

Enterprise Ireland is the Irish Government's trade and innovation development agency. We work with entrepreneurial Irish businesses of all sizes to grow and scale in international markets. Our purpose is to secure the future of communities across Ireland through the sustainable development and growth of the Irish businesses we work with. A global organisation with 40 overseas offices working collaboratively, in the UK Enterprise Ireland has a team of 32 people across three offices in London and Manchester and Glasgow. Specialists with deep market expertise work with our clients and collaborate with colleagues in Ireland and around the world to support EI's client companies' export growth and expansion.

To learn more about Enterprise Ireland please visit our website at www.enterprise-ireland.com, check our socials or write to us.

About the Role:

Enterprise Ireland engages with ambitious entrepreneurs, start-ups and leadership teams in established Irish businesses to help them start, grow and accelerate their success in the UK. This has a direct impact on Enterprise Ireland's purpose to have a significant impact on the economic development of Ireland and Irish enterprise.

This role is perfect for someone who is not only a great communicator and creative thinker but also has the ability to prioritise their time, step back and assess where they can create the greatest impact. If you are an energetic self-starter who enjoys working collaboratively, you will thrive in this role.

Location and Flexibility

Based out of our office in London, this role involves working across the UK, with occasional travel to Ireland and other locations. We offer flexible working arrangements to ensure a healthy balance between learning, team interaction, and productivity.

If you are passionate about making a tangible impact and helping Irish businesses succeed in the UK, this role offers an exciting opportunity to do just that.

Key Deliverables:

- **Client Portfolio Management:** Oversee a portfolio of Irish start-ups, scale ups and larger companies in the IT Services, Cyber Security, and Digital Tech sectors.
- **CRM Management:** Maintain up-to-date records of all client interactions and activities in the CRM system, ensuring accurate and comprehensive data to support client management and reporting.
- **Networking:** Establish and maintain a robust network of UK decision-makers and influencers to benefit the client portfolio. Utilise this network to facilitate introductions and provide valuable insights that benefit our clients and help them to achieve their commercial objectives.
- **Strategic Development:** Create and implement tailored strategies to support client growth and success.
- **Growth and Success:** Drive client growth in the UK market through both individual and group-level initiatives.
- **Performance Metrics:** Achieve all assigned metrics and KPI targets, contributing to the broader goals of the UK team and the wider organisation.
- **Market Planning:** Collaborate with clients to develop and execute UK market entry and growth plans.
- **Awareness Initiatives:** Design and implement activities and initiatives to increase awareness of your portfolio's capabilities in relevant UK sectors and among key customers.
- **Market Research:** Continuously research market trends and changes, identifying emerging opportunities and risks. Share these insights with colleagues and clients.
- **Team Collaboration:** Actively participate as an inclusive, supportive, and engaged member of the team.

Functional Competencies:

- Recent experience in the IT services/digital technologies sector, with an understanding of its dynamics and the challenges faced by SMEs and start-ups seeking to grow in the UK is **essential**.
- Strong consulting and influencing abilities, with the capacity to assess and challenge business plans is **essential**.
- Strong networking and relationship-building skills is **essential**. An established network of senior contacts in the UK that could be leveraged is desirable.
- A self-starter used to and comfortable working on your own initiative.
- Excellent organisation, communication, and presentation skills.
- Ability to influence and shape the strategic direction of both Irish companies and the sector development work undertaken by Enterprise Ireland.
- Ability to proactively identify emerging market trends and assess the opportunities or risks they may present.
- Willingness to travel when required to meet the needs of the role.
- A relevant third-level qualification is desirable.

Enterprise Ireland Behavioural Competencies

Results Focused

The ability to remain outcome and results focused with regard to business priorities and organisational goals, monitoring progress and adjusting approach ensuring delivery against the appropriate timescales.

Innovation and Risk-Taking

Actively encourages new ideas, experimentation and measured risk-taking, while always being on the look out for opportunities to continuously improve business processes and efficiencies within Enterprise Ireland and client organisations.

Problem Solving and Decision-Making

The ability to be decisive and take tough decisions about clients, people and costs to deliver sustainable results, using the analysis of information and situations to make logical and sound decisions.

Client Focused

The ability to provide an excellent client service focusing on client needs and building and maintaining effective personal and business relationships to advance clients objectives and EI strategy.

Communicating with Impact to Influence Others

Communicates in a manner that will persuade, convince and influence their own staff and others, both internally and externally, in order to motivate, inspire or encourage them to follow a particular course of action.

Team working

Co-operates with colleagues, shares information and respects the opinions and values of staff members. Understands the skills, experience and knowledge of staff members and maximises how these can be utilised to the benefit of the department, the organisation and the client.

Embracing & Leading Change

Understands the business agenda of Enterprise Ireland and embraces changes for area of responsibility and for external and internal clients.

Acting / Leading with Integrity

Lives the EI purpose and values, acting genuinely and with integrity, in a manner that builds trust and engages and motivates others, placing the genuine needs of the client, the organisation, and staff ahead of personal agendas

Developing Yourself & Others

Creates an environment that enables others to excel in terms of job performance.

Salary Scale:

£70,059 - £81,464

Candidates should note that entry will be at the minimum of the relevant scale and the rate of remuneration may be adjusted from time to time in line with Government pay policy. Subject to satisfactory performance, increments may be payable in line with current Government Policy.

Application and Selection Process

The selection process may include short-listing of candidates. The selection criteria will be based on the requirements of the position. It is therefore important that you provide a detailed and accurate account of where you believe your skills and experience meet the requirements for the position. This should be contained in a short document (template attached - maximum 2 pages) accompanying your CV.

Applicants should note that, for shortlisting purposes in particular, clear evidence of the functional competency requirements listed as essential in this specification must be demonstrated as part of the supporting document accompanying your CV.

To apply for the position, send a detailed CV and a completed supporting document quoting reference number **EI.003.25E** to hrconnect@enterprise-ireland.com to be received no later than **Tuesday, 4th February 2025**.

N.B. All correspondence will be acknowledged in writing by the HR Department within 3 working days. Applicants who do not receive an acknowledgement within 3 working days should contact hrconnect@enterprise-ireland.com

ISSUED BY THE HR DEPARTMENT, ENTERPRISE IRELAND ON Tuesday, 21st January 2025

Enterprise Ireland is an equal opportunities employer.

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