

<b>Title</b>	Senior Executive - Investment Manager
<b>Grade</b>	Level E
<b>Department</b>	Scaling Finance
<b>Business unit</b>	Investment Services & Entrepreneurship
<b>Reporting to</b>	Department Manager, Investment Solutions
<b>Location</b>	East Point, Dublin
<b>Job reference</b>	<b>EI.158.24E</b>
<b>Salary</b>	€78,303 to €96,168
<b>Closing date</b>	<b>Wednesday, 8<sup>th</sup> January 2025</b>

Enterprise Ireland's forthcoming strategy, for the period 2025-2029, will focus on supporting Irish business to accelerate sustainably and increasingly contribute to economic growth. The environment in which Irish businesses operate is constantly changing and business needs to be innovative and ambitious to succeed. Our 5-year strategy sets out how we will support Irish business to START, COMPETE, SCALE and CONNECT to deliver jobs across Ireland and impact globally. We will work with our fastest growing to:

- Develop leadership teams with ambition;
- Strengthen management and financial capability;
- Provide pathways to new sources of funding;
- Assist enterprises to connect with and realise opportunities overseas

### **Role purpose**

The Scaling Finance Department plays a key role in the delivery of Enterprise Ireland's scaling objective through supporting companies to identify and secure appropriate levels of scaling funding to support aggressive growth plans. This involves engagement with the wider ecosystem to improve the funding environment to enable scaling companies' access appropriate sources of finance and direct client engagement to develop client ability to access funding so that they can scale their business in a rapid and sustainable way.

### **Key deliverables**

- Assess client readiness to seek scaling funding, determine appropriate engagement and identify Enterprise Ireland and external funding supports to accelerate their growth.
- Collaborate closely with Enterprise Ireland sector teams on client engagement to prepare companies for a scaling journey.
- Engage directly with clients on their preparation to source funding and provide feedback on how to enhance investor engagement.
- Provide introductions to appropriate providers of finance.
- Provide information to clients and Enterprise Ireland colleagues on the various types and sources of funding available.
- Develop and co-ordinate relevant knowledge events for clients (in person events and webinars) such as Equity Matters; Equity master class, Get Investment Ready programme, etc.
- Develop relationships and build a network of key financing providers (such as VCs, PEs, Alternatives, Banks, etc) operating in Ireland to facilitate a matchmaking of viable investment opportunities with appropriate sources of funding.
- Contribute to the development of a database of investors, government and EU supports that provide funding to scaling companies.
- Provide input into development of potential Enterprise Ireland funding solutions that compliment sources of scaling funding. This will potentially involve researching how other jurisdictions operate and include a deep understanding of the range of EU supports available.

- Undertake regular engagement / meetings with key stakeholders such as Banks, SBCI, ISIF, DETE, Euronext and industry groups.
- Champion Enterprise Ireland's scaling agenda to both internal and external stakeholders. This will include representing Enterprise Ireland with advisory groups such as Department of Enterprise, Trade & Employment Finance for Scale-Up Working Group and Euronext's Irish Market Advisory Group
- Manage the relationship between Enterprise Ireland and the pillar banks to identify areas of collaboration and assist Enterprise Ireland clients in engaging with their banks.
- Coach and mentor colleagues within the team as required and share knowledge and expertise with the wider Enterprise Ireland team.

### **Functional competencies (Key Skills & Knowledge)**

- Excellent commercial acumen, with skills and experience in identifying critical financial and commercial issues, and effectively communicating, evaluating and resolving these issues with colleagues and clients, is essential.
- Excellent financial and analytical skills, combined with demonstrated experience in the strategic and financial assessment of rapidly scaling businesses from a funding and commercial perspective, is essential.
- Experience of working with a range of businesses in helping them develop their strategic plan, identify their funding gap and prepare them for engaging with potential investors (equity and debt) is essential.
- Strong networking, relationship management and influencing skills with a proven track record of developing and managing relationships with relevant stakeholders is essential.
- Experience working directly with early-stage companies to help them scale, either from inside the company or in an advisory capacity, is desirable.
- Knowledge of the various funding options, both equity and debt (e.g. VC / PE / Venture debt etc.) available in the market as well as relationships with key providers of funding
- Ability to communicate clearly, confidently and effectively both verbally and through written communication, ideally coupled with experience of presenting business/investment cases to a potential investor.
- Strong project & budget management, planning and administrative skills and a record of achieving targets.
- A professional accounting or post graduate finance qualification is essential.

### **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.

**Teamworking**

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.

**Networking**

Establishes and maintains mutually beneficial relationships with colleagues and other networks for the purpose of sharing information.

**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.

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**Salary scale**

**€78,303 to €96,168** per annum contributory superannuation  
Rising to €102,085 by long service increments

**€75,633 to €91,358** per annum non-contributory superannuation  
Rising to €96,981 by long service increments

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.

\*\* Point of entry on this salary scale may differ from the minimum point of the scale if the successful candidate is a current public or civil servant. \*\*

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**Application and selection process**

The selection process may include short-listing of candidates. The selection criteria will be based on the essential 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 these essential requirements for the position. This should be contained in a short document (template attached – maximum 2 pages) accompanying your CV.

To apply for the position, send a detailed CV and a completed supporting document quoting reference number **EI.158.24E** to [hrconnect@enterprise-ireland.com](mailto:hrconnect@enterprise-ireland.com) to be received on or before **Wednesday 8<sup>th</sup> January 2025**

***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](mailto:hrconnect@enterprise-ireland.com)***



ISSUED BY HR DEPARTMENT, ENTERPRISE IRELAND ON FRIDAY 6<sup>TH</sup> DECEMBER 2024

Enterprise Ireland is an equal opportunities employer

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