

Staff Opportunity

Title:	Market Adviser – Eurozone Start
Business Unit:	Global Market Division
Reporting to:	Regional Director, Eurozone & Central, Eastern Europe
Salary:	€62,855
Location:	Amsterdam
Contract Duration:	This post is being offered on the basis of a 3-year local assignment.
Job Reference:	EI.074.24E
Closing Date:	Thursday, 23rd May 2024

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

Enterprise Ireland is the Irish Government’s trade and innovation development agency working 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 these businesses. We achieve this through our sector approach, innovation & capability supports in Ireland and our international network of over 40 offices. Ireland’s success and resilience is built on a foundation of innovative, internationally orientated Irish businesses and entrepreneurial talent. The organisation’s [‘Leading in a changing world’ strategy \(2022-2024\)](#) aims to put Irish enterprises at the forefront of creating solutions for global challenges while delivering sustainable prosperity throughout Ireland.

The Role

The purpose of the role is to help Irish companies who are not currently exporting to Europe to become Eurozone market-ready, with a view to accelerating market entry and growth.

The successful candidate will be a core member of the Eurozone & Central Eastern European team, proactively working with Irish businesses across all sectors, to assess their export readiness, as well as enabling them to strategically prepare for successful market entry into Europe. They will work collaboratively with sector specialists across our European offices as well as our Ireland-based teams to design, deliver and adapt a Eurozone Start approach, identifying companies with highest-growth potential to transfer to sector specialists.

Key Deliverables:

- Together with the Line Manager to design an approach to identify, target, assess, prioritise, assist and build a strong pipeline of companies with capability to build and deliver sustainable exports across Europe.
- Work collaboratively with the EZCEE team of sector specialists to understand the need and pipeline of potential exporters across multiple sectors whilst also working closely and collaboratively with Irish-based colleagues and other regional overseas colleagues.
- Deliver a number of KPIs / targets aligned to the Eurozone Start approach, identifying and supporting companies with the highest-growth potential to have strategic market entry plans.



- Drive a range of client engagement initiatives/capability programmes to communicate key European market insights, leverage market access opportunities, overcome barriers, and gain the knowledge and resources needed to prepare for and to successfully enter Europe.
- Quickly establish and manage a strong network of European market experts or third parties who can strategically support or deliver a valuable service to those Irish companies who are ambitiously focused on exporting into the Eurozone.
- Gather Irish company feedback and review and adapt the Eurozone Start model/approach regularly to ensure delivery of the highest possible quality of service and impact.

Functional Competencies (Key skills and Knowledge):

- Recent and relevant experience working with export-focussed SME companies is essential.
- A track record of achieving results, proactively identifying opportunities for improvement and a dedication to clients is essential.
- Exceptional stakeholder management skills with the ability to build relationships, influence, and engage stakeholders at all levels both internally and externally is essential.
- Proven ability to work collaboratively with peers and colleagues on strategic projects.
- Analytical, process driven, with strong project management skills is desirable.
- Ability to work on own initiative and to initiate and manage projects/events while working within and contributing to a team.
- Strong networking skills to build and nurture a network (internal and external).
- Excellent communication and presentation skills. Ability to influence.
- Experience of using Salesforce or other CRM system is desirable.
- Ability and willingness to travel throughout the Europe.
- A third level business or related 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 lookout 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 client objectives and Enterprise Ireland 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.

Acting / Leading with Integrity

Lives the Enterprise Ireland 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

Networking

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

Developing Yourself & Others

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

Salary:

€62,855 – €73,087

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 for this position 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 (maximum 2 pages) accompanying your CV.

To apply for the position, send a detailed CV and supporting document quoting reference number **EI.074.24E** to hrconnect@enterprise-ireland.com to be received on or before **Thursday, 23rd May 2024**.

All applications will be acknowledged by e-mail.

ISSUED BY THE HR DEPARTMENT, ENTERPRISE IRELAND ON 09th MAY 2024.