Title:	Senior Market Adviser, Atlanta
Sector:	Financial Services, Fintech & Payments
Business Unit:	Global Markets Division
Reporting to:	Head of US East Coast
Salary:	USD $139,729
Location:	Atlanta
Duration:	This post is being offered on the basis of a 3-year local assignment
Job Reference:	**052.EI.26E**
Closing Date:	**Monday 23 November 2026**

Applicants must be independently eligible to work in US.

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 42 offices. Enterprise Ireland delivers an annual schedule of International Trade Missions and Events, as well as Inward Events, Media & Buyer Visits, in Ireland and into the US to promote opportunities for Irish enterprise that support the achievement of Enterprise Ireland's target of creating 40,000 new jobs, and total exports of €50bn by 2029. These missions and events are important gateways to international markets for Irish companies, from start-up to SMEs, and are a key Enterprise Ireland platform to help Irish companies scale international markets and engage with international buyers across a range of sectors and industries. For more information on Enterprise Ireland's strategy, click here 'Delivering for Ireland, Leading Globally (2025-2029)'

Enterprise Ireland is a global organisation with 42 overseas offices working collaboratively together. In the US, Enterprise Ireland has a team of 30 people across seven offices that include New York, Boston, Atlanta, Chicago, Austin, San Francisco, and Seattle. Sector/market specialists work with dynamic graduates from our international graduate programme and collaborate with colleagues in Ireland and internationally to support company export growth and expansion.

To understand more about the diversity of activities and sectors covered by Enterprise Ireland as an organisation, please visit our website at www.enterprise-ireland.com.

Role Purpose

The Irish Government export development agency, Enterprise Ireland, is recruiting a key person to drive the growth in export sales of Irish companies in the Financial Services and Fintech sectors from Ireland to the US markets. The person appointed will have highly relevant commercial experience and will join a dynamic team in Atlanta, working in partnership with the wider Enterprise Ireland US, Americas and Ireland based teams.

This portfolio within the US market is one of the fastest growing sectors for Irish exporters, with strong opportunities across the entire US market.

The person appointed will work as a senior member of a dynamic US team, proactively working with Irish businesses to ensure they enter the market successfully and reach their full growth potential in terms of market share. This involves understanding and advising Irish companies on their market entry and market growth plans as it applies to the US market, brokering introductions to customers and partners. The role also involves highlighting market opportunities to the Irish client company base, helping them understand shifting market dynamics and raising the awareness in businesses and media across the US markets of the strengths and capabilities of Ireland and Enterprise Ireland supported companies.

Based in the Atlanta office but working across the US market, with a focus on the SE US Region, the appointed person will work with a broad range of Irish clients across the Financial Services & Fintech portfolio. These will be primarily Irish SMEs scaling into the US markets by targeting customers directly or via the appropriate channel for their offer.

The successful candidate must demonstrate a track-record in business development with a strong understanding of how Irish companies can scale their business in US across these key sectors.

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Key Deliverables:

- Deliver on a number of pre-determined targets in relation to activities on behalf of the Financial Services & Fintech client portfolio.
- Develop and implement US sales and market plans with key clients.
- Establish an extensive network of contacts at senior level in key US companies, Financial service companies that include banking and insurance, distribution channels and other influencers (e.g. trade associations) and connect Enterprise Ireland client companies to accelerators/mentors/in market support.
- Identify new business development opportunities for clients and advise clients on how they can best position themselves to win these sales and contracts in the region.
- Promote the US market to our key client companies, and challenge client companies to market and sell more effectively in-market.
- Develop expertise in key sub-sectors of the Financial Services and Fintech markets where Enterprise Ireland clients have substantial capability and proactively share this information with clients.
- Take a lead and active role in the development of a clear message and value proposition for Irish client companies, in support of their sales activities in the region. Support the development of identified opportunities through provision of in-market support and the identification of strategic in-market partners. Assist and support clients to turn opportunities into real sales.
- Work collaboratively with colleagues across the US team, Enterprise Ireland's global overseas network, and Ireland-based teams, as well as with counterparts in other Government agencies and departments, including IDA Ireland and the Department of Foreign Affairs and Trade (DFAT).
- Work with Irish based colleagues to engage with clients in collaborative diagnosis of capability across a range of business areas to assist companies build robust scalable business plans suitable for market conditions in the region.
- Proactively seek out new opportunities for Enterprise Ireland clients in the given sectors in the USA.
- The key geographic areas of focus for development will be the SE and broader East Coast region of the USA, and on occasion other key states in the US.
- Proactively input relevant market/client information to management information systems across the organisation.
- Mentor and Develop colleagues as required.
- Represent Enterprise Ireland in the broader media, business and commercial environment in USA, and project a positive image of Ireland as an international supply source.
- As the role involves working with clients with a broad variety of product offerings, the ideal candidate must possess a strong business acumen and the ability to communicate with executives from a variety of business disciplines (Fintech, Payments, Enterprise SaaS etc.) and at various decision-making and management levels within a corporation.
- Be an active, positive, inclusive and participatory member of the East Coast and broader Americas team.

Functional Competencies:

- At least 5 years' recent sales, marketing and business development experience, preferably in the US region, with a specific focus on knowledge/understanding of market entry and Channel partner options **is essential**.

- Demonstrable experience in the outlined sectors including knowledge of the key players, business methods and sales processes, emerging opportunities and an understanding of the sector's strengths and challenges **is essential**.
- Knowledge and understanding of the different nuances and the major issues impacting business competitiveness of Irish Companies in the US market **is essential.**
- Strong networking skills, with established network of senior contacts that could be leveraged by Enterprise Ireland clients seeking to win new business **is essential**. Ability to influence and shape the strategic direction both of Irish companies and of the sector development work undertaken by Enterprise Ireland.
- Strong consulting skills with experience and knowledge of lead generation and business development with a demonstrated ability to assess and challenge business plans for SMEs to help them grow their business in the region.
- A self-starter with experience of working on their own initiative and developing and managing projects and large events with the flexibility to adapt approach as required.
- Solid, demonstratable experience of using Salesforce or a similar CRM platform.
- Excellent interpersonal and communication skills including excellent presentation skills.
- Ability to represent Enterprise Ireland to external stakeholders and media.
- A relevant 3rd level qualification.
- Ability and willingness to travel throughout the US market.

Enterprise Ireland Behavioural Competencies

Results Focused

Strong drive to achieve, with the ability to remain outcome and results focused with regard to multiple business priorities and organisational goals. Strong commitment to 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 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

Expertise in building and developing teams, working collaboratively with colleagues, shares information and respect the opinions 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
The ability to lead, inspire, motivate and energise yourself and others to creates an environment that enables others to excel in terms of job performance.

Salary

USD: $139,729 - $160,763

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:
This recruitment competition is being managed by our recruitment partner Osborne Recruitment.

How to apply:
The selection process may include short-listing of candidates. The selection criteria will be based on the functional competency requirements listed as essential for the position. It is therefore important that you clearly demonstrate how your skills, knowledge and experience meet each essential competency, providing specific, relevant examples and evidence where appropriate to support your application using the mandatory application form.

To apply for the position, send a detailed CV and mandatory application form quoting **052.EI.26E** reference **to** jennifer.Lefebvre@osbornerecruitment.com to be received **no later than Monday 23rd November 2026.**

***All correspondence will be acknowledged in writing by Osborne Recruitment within 3 working days. Applicants who do not receive an acknowledgement within 3 working days should contact* jennifer.Lefebvre@osbornerecruitment.com.**

ISSUED BY THE HR DEPARTMENT ON MONDAY 9th NOVEMBER 2026.

Enterprise Ireland is an equal opportunities employer

Recruitment Data Protection Statement | Enterprise Ireland (enterprise-ireland.com)