

Title: Market Advisor Benelux
Sector: **Construction**
Business Unit: Global Markets
Reporting to: **Overseas Manager, Benelux**
Location: **Amsterdam or Brussels**
Duration: This post is being offered on the basis of a 2-year fixed-term local contract
Job Reference: **059. EI.26E**
Closing Date: **29th May 2026**

Applicants must *be available to work in the location and must have the legal right to live and work in the location*

Enterprise Ireland is the Irish Government’s trade development and innovation agency. We partner with ambitious Irish businesses of all sizes to help them innovate, grow, and scale in international markets. Our mission is to strengthen the long-term prosperity of communities across Ireland by supporting the sustainable development and global success of Irish enterprises.

As a global organisation, Enterprise Ireland operates from 40 overseas offices, working collaboratively to accelerate client growth. In the Benelux, our team is based across Brussels and Amsterdam. With deep sector and market expertise, they work closely with Irish client companies, supported by colleagues in Ireland and globally, to drive export growth, market entry, and international expansion.

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

The Role:

Enterprise Ireland’s Benelux office is seeking a motivated Market Advisor for **construction sector** to help ambitious Irish brands succeed in the Benelux. In this role, you’ll guide a varied portfolio of companies, some new to the Benelux, others scaling, through every stage of their export journey.

You’ll provide strategic advice on market entry, sales channels, brand building, and growth across both D2C and B2B models. You’ll also play a key role in identifying opportunities, opening doors, and connecting Irish companies with Benelux buyers, partners, and industry stakeholders.

If you’re a motivated self-starter, passionate about construction and related sectors, and want to help Irish brands in the Benelux Region, this is an exciting opportunity to join our team.

Key Deliverables:

Client Portfolio Management: Oversee a portfolio of Irish start-ups, scale-ups and larger companies. Take responsibility for a number of high-profile, key clients along with spending time continuously ensuring that the team is prioritising the right clients in our market at the right time.

CRM Management: Maintain up-to-date records of all client interactions and activities in our CRM system, ensuring accurate and comprehensive data to support client management and reporting. Using captured knowledge to ensure best-in-class client portfolio management.

Networking: Establish and maintain a robust network of decision-makers and influencers across retailers, distributors and industry 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 for the sector and for clients to support their growth and success.

Growth and Success: Drive client growth in the market through both individual and group-level initiatives.

Performance Metrics: Achieve all assigned metrics and KPI targets, contributing to the broader goals of the Benelux team and the wider organisation.

Market Planning: Collaborate with clients to develop and execute market entry and growth plans.

Awareness Initiatives: Design and implement activities and initiatives to increase awareness of your portfolio's capabilities in relevant 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.

Professionalism: Uphold the highest standards of ethics, discretion, and diplomacy. Take an uncompromising approach to professionalism befitting a highly regarded government agency.

Functional Competencies:

- At least 3-years demonstrable recent and relevant experience in functions such as Sales, Marketing or Business Development in the construction or similar sector is **essential**.
- Strong networking and relationship-building skills are **essential**. An established network of senior contacts in the Benelux that could be leveraged is **desirable**.
- Strong consulting and influencing abilities, with the capacity to assess and challenge business plans is **essential**. This will include support around business models, channel strategy, and route to market, value proposition, marketing and sales strategy, competitor analysis, and market research.
- Fluency in English and French, Dutch or German is **essential**.
- Strong understanding of market dynamics, consumer trends, and relevant regulatory frameworks.
- Excellent administration, communication, and presentation skills.
- Ability and willingness to travel throughout the Benelux and Overseas.
- A third level business degree or similar qualification in a relevant field 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:

Applicants are advised to contact talentacquisition@enterprise-ireland.com in relation to salary.

Application and Selection Process:

The selection process for this position 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 the essential requirements. This must be presented in the mandatory application form (maximum 2 pages – template attached) accompanying your CV.

A COMPLETE application includes:

1. A completed mandatory application form (all questions answered)
2. A copy of your CV

Failure to submit the mandatory application form and CV may result in your application not being considered.

To apply for the position, send a detailed CV and mandatory application form quoting the relevant job number **059.EI.26E** to talentacquisition@enterprise-ireland.com to be received no later than **29th May 2026**

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

ISSUED BY THE HR DEPARTMENT, ENTERPRISE IRELAND ON FRIDAY 15th MAY 2026

Enterprise Ireland is an equal opportunities employer.

[Recruitment Data Protection Statement | Enterprise Ireland \(enterprise-ireland.com\)](#)