

**Title:** Market Advisor, Tech Start-ups  
**Sector:** Technology and Services  
**Business Unit:** Global Markets  
**Reporting to:** UK Manager – Technology and Services  
**Salary:** £58,874 (*Candidates should note that entry will be at the minimum of the relevant scale*)  
**Location:** London  
**Duration:** This post is being offered on the basis of a 3-year local assignment  
**Job Reference:** **063.EI.26E**  
**Closing Date:** **Monday 8<sup>th</sup> June 2026**

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

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**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 two offices in London and Manchester. Specialists with deep market expertise work with our clients and collaborate with colleagues in Ireland and around the world to support Enterprise Ireland’s client companies’ export growth and expansion.

To learn more about Enterprise Ireland (EI) please visit our website at [www.enterprise-ireland.com](http://www.enterprise-ireland.com), check our socials or write to us.

### **The Role:**

Enterprise Ireland’s UK team is developing and delivering an initiative to help high-potential Irish Tech & Services companies, that may have already been successful in Ireland and other markets, to enter and scale in the UK in a more systematic, less fragmented way, reducing friction, avoiding “start–pause–restart” cycles, and connecting companies to the right buyers, partners, and routes to market.

An opportunity has arisen for a Market Advisor to join the team in our London office and play a key role in this initiative. The role will, over time, develop a portfolio of client companies progressing through this particular journey, while initially focusing on execution, analysis and delivery support to help shape, test and embed the approach in the UK team, UK strategy and our ecosystem.

The Market Advisor will work closely with the UK Manager – Technology & Services, Enterprise Ireland sector colleagues, and a wide network of third parties across London and the wider UK, including accelerators, scale-up organisations and ecosystem partners to create meaningful opportunities and practical supports for Enterprise Ireland client companies.

This role will involve regular travel across the UK and to Ireland, as required.

### **Key Deliverables:**

#### **Impact**

- Support the delivery of the initiative by helping to develop a repeatable, practical approach that accelerates high-potential Tech & Services companies from “start” to “scale” in the UK.
- Help identify and prioritise companies with strong signals of UK scaling readiness (e.g., product–market fit, scalable model, repeatable revenue, leadership capability, resourcing) and support their progression through the journey as the portfolio grows. Build and leverage a network of channel partners, industry influencers and ecosystem partners to create competitive advantage for our clients.
- Broker introductions to relevant buyers, partners, and routes-to-market stakeholders where appropriate, aligning opportunities to client readiness and strategic fit.
- Contribute to developing interventions that address common scaling barriers (e.g., buyer access and network access, leadership/talent considerations, scaling operations), working collaboratively with colleagues and partners

### **Ecosystem and Third-Party Engagement**

- Build and maintain productive relationships with third-party organisations across London and the wider UK, such as accelerators, scale-up programmes, innovation hubs, and other ecosystem stakeholders, to expand pathways, connections and practical supports for EI client companies.
- Convene and deliver ecosystem activity (e.g., roundtables, clinics, curated networking, partner sessions) that increases access to relevant networks, insight and opportunity for participating companies.
- Represent and promote the strategy externally when appropriate, ensuring communications are professional, consistent, and aligned with Enterprise Ireland’s objectives (with representation scope agreed through the line manager).

### **Communication and Knowledge Management**

- Proactively identify and share market and ecosystem insights, including emerging opportunities and risks relevant to Tech & Services companies scaling in the UK with Enterprise Ireland colleagues and clients.
- Maintain accurate and timely updates in Enterprise Ireland systems (including CRM) to support effective portfolio management, knowledge sharing and internal reporting.
- Work collaboratively across the UK team, Enterprise Ireland’s overseas network and HQ colleagues to ensure joined-up, high-quality support for clients.

### **Professionalism**

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

### **Functional Competencies**

- Proven experience in a relevant role supporting business growth (e.g., market advisory, business development, partnerships, programme delivery, ecosystem/accelerator roles, or commercial strategy), ideally with exposure to Tech and/or Services scaling challenges **is essential**.
- Strong analytical and execution capability: able to gather information from multiple sources (clients, partners, internal stakeholders), synthesise patterns, identify friction points, and translate findings into practical actions and deliverable supports **is essential**
- Strong understanding of how companies scale in-market, including common barriers in market entry and growth (networks, routes to market, operating model readiness, and leadership/talent considerations) **is essential**
- Ability to build trusted relationships with senior stakeholders across client companies and third-party organisations, and to convene groups to create practical outcomes (introductions, learning, partnerships, momentum) **is essential**

- Confident communication and presentation skills, with the ability to influence, convene and represent Enterprise Ireland appropriately in external settings (including events and partner engagements).
- Strong organisational skills with the ability to manage multiple workstreams (client needs, ecosystem activity, internal coordination) while maintaining high-quality delivery and reporting.
- Ability and willingness to travel regularly across the UK and to Ireland, as required.
- A degree or equivalent qualification is desirable; significant, relevant experience will also be considered.

### **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.

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**Salary:**

**£58,874 - £67,737**

*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.*

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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 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 **063.EI.26E** to [talentacquisition@enterprise-ireland.com](mailto:talentacquisition@enterprise-ireland.com) to be received on or before **Monday 8<sup>th</sup> June 2026**.

***N.B. 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](mailto:talentacquisition@enterprise-ireland.com)***

**ISSUED BY THE HR DEPARTMENT, ENTERPRISE IRELAND ON MONDAY 25<sup>th</sup> MAY 2026.**

Enterprise Ireland is an equal opportunities employer