

Title: Senior Market Adviser
Sector: Technology & Services (Fintech, Enterprise Software, Cyber Security & ICT)
Business Unit: People and Global Markets
Reporting to: Manager, India
Location: Mumbai, India
Contract Duration: This post is being offered on the basis of a 3-year local assignment.
Job Reference: **086.EI.26E**
Salary & Benefits: INR 35,18,419
Closing Date: **01 September 2026**

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

Enterprise Ireland is the Irish government's trade and innovation agency, supporting innovative Irish businesses to grow globally. We help ambitious, export-focused companies scale, create jobs and expand internationally. Our clients employ over 230,000 people across all regions of Ireland, making a significant contribution to the Irish economy.

Our strategy, Delivering for Ireland, Leading Globally (2025–2029) [Our Strategy | Enterprise Ireland](#), aims to 'Accelerate Sustainable Irish Business' by supporting exporting companies to drive economic growth and employment nationwide, with the long-term goal of making them the primary growth engine of the Irish economy. The strategy focuses on four objectives: Start, Compete, Scale and Connect.

Enterprise Ireland delivers tailored support through start-up, scaling, innovation and leadership programmes, alongside funding and investment schemes. This is backed by approximately 850 staff across 11 offices in Ireland and 42 international locations, helping Irish businesses succeed globally.

Role Purpose

The purpose of this role is to work with Irish client companies to support them to achieve significant growth in their exports into India, with the primary focus being on the technology & services sector. The successful candidate will be required to develop and execute a 2 year sector plan to include the initiation and implementation of a range of sales and marketing led activities, utilising their consultancy skills and contact base, to achieve sales and export growth for Irish companies.

Key Deliverables

- Deliver on several pre-determined targets in relation to activities on behalf of the technology & services portfolio of Irish companies.
- Develop and implement India sales and market plans with key clients.
- Further develop and execute on Enterprise Ireland's Strategic Plan 2025-2029.
- Establish an extensive network of contacts at senior level in key Indian companies, distributors and other stakeholders (e.g. trade associations) and connect Enterprise Ireland client companies to accelerators, mentors and other forms of market support.
- Identify new business development opportunities for clients and advise clients on how they can best position themselves to win business in the region.
- Promote the Indian 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 technology & services 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 exploitation 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 within the Indian team, the wider Middle East and Africa teams and others within Enterprise Ireland's global overseas network. In addition, to develop a close working relationship with those colleagues working in the sector in Ireland and colleagues from other Government agencies and departments (IDA Ireland, Bord Bia and Department of Foreign Affairs and Trade).
- Work with Irish based colleagues to engage with clients in collaborative diagnosis of capability across a range of business areas in order to assist companies build robust scalable business plans suitable for market conditions in India.
- Proactively input relevant market/client information to management information systems across the organisation.
- Represent Enterprise Ireland in the broader media, business and commercial environment in India, and project a positive image of Ireland as an international supply source.

Functional Competencies (Skills, Experience & Qualifications)

- Extensive sales and marketing experience, and strong marketing ability with good knowledge of business methods and sales processes is essential.
- 5 years + commercial/business development experience in India is essential.
- Experience of engaging with C suite level executives in large organizations is essential.
- Solid understanding and recent commercial (sales & marketing) experience in technology & services sector in India is essential.
- Knowledge of the key players in targeted sectors and has up to date knowledge and understanding of the sectors' strengths and challenges.
- Strong networking capabilities and skills, with an existing network that could be leveraged by Enterprise Ireland clients seeking to export to India.
- Experience and knowledge of business development with strong consulting skills and a demonstrated ability to assess and challenge business plans for SMEs to help them grow their business.
- Good knowledge/understanding of the major issues impacting business competitiveness of Irish Companies in India.
- Ability to work on own initiative and to manage projects including the organisation of client/buyer events.
- Demonstrated capacity to rapidly assimilate the key drivers in the sector and relevant sub sectors or niches
- Clear ability to increase in-market delivery capability through the identification and management of third-party collaborators.
- Excellent interpersonal and communication skills with good presentation skills
- Strong I.T. Skills, experience of CRM systems like Sales Force
- Proven ability in terms of project management.
- Proven track record of achieving results.
- A third level qualification in Business or a related discipline would be an advantage.

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:

INR 35,18,419– INR 40,48,074

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 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
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 one of this position send a detailed CV and completed mandatory application form quoting reference number **086.EI.26E** to lotika.spearhead@intersearch.in to be received no later than **Tuesday 1st September 2026**

ISSUED BY THE HR DEPARTMENT ON TUESDAY 18th AUGUST 2026

Enterprise Ireland is an equal opportunity employer

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