

Title:	Senior Development Adviser
Grade:	Level E
Department:	Digital Technologies
Business Unit:	Technology & Services
Reporting to:	Department Manager, Digital Technologies
Location:	East Point, Dublin or Galway
Job Reference:	EI.019.24E
Salary:	€75,882

Role Purpose

The Irish Digital Technologies sector is ever evolving and adapting to new international opportunities, new delivery channels and new technologies. The Senior Development Adviser, Digital Technologies, will work as part of a specialised business development team. The objective of the team is to assist client companies (both individually and collectively) to maximise their growth potential thereby generating significant export income and jobs in Ireland.

This Senior Development Adviser role involves proactively and systematically working with Digital Technology companies on an individual and group basis to implement a work programme which will deliver on agreed targets and metrics and developing a strong partnership with the existing group of companies to deliver specific sector development initiatives.

Key Deliverables

- Lead on the development and execution of sector-specific strategies within the Digital Technologies Department, encompassing verticals such as Enterprise Software, Data Analytics, Sports Tech, E-commerce, Retail Technology, and Internet of Things (IoT).
- Oversee the development and execution of operational plans aligned with the identified sub-sectors in the Digital Technologies sector.
- Manage a portfolio of clients in the Digital Technologies sector, including large company development, to assist them to grow and scale their businesses.
- Advise and support the portfolio of clients to undertake a diagnostic evaluation of their business needs and address challenges and opportunities.
- Support client needs with relevant Enterprise Ireland supports, providing feedback on business plans and sector initiatives to the Department Manager.
- Negotiate and carry out detailed financial and commercial assessments of investment proposals and present the investment propositions to the appropriate funding committees in Enterprise Ireland.
- Develop strong networks and relationships externally with key stakeholders and with relevant Enterprise Ireland colleagues across the organisation to develop a highly professional integrated approach to supporting companies.
- Connect companies with Enterprise Ireland overseas offices and external contacts within the travel technology sector both in Ireland and internationally to drive their export agenda.
- Work closely with colleagues in Research & Innovation division to increase connectivity between the clients and the Research & Innovation environment.
- Coach and mentor other staff members to strengthen the wider Enterprise Ireland team's knowledge and expertise of the sector.
- Represent Enterprise Ireland at public fora associated with the Digital Technologies sector.

Functional Competencies (Key Skills and Knowledge)

- Demonstrated significant experience in working with technology companies to develop their business and to deliver business impacts and results for these companies is essential.
- Demonstrated skills and experience of professionally assessing and evaluating companies' business development and growth plans and a proven ability to prepare and present cases for investment support is essential.
- Experience of company finance, including undertaking financial analysis for business development purposes, is essential.
- Demonstrated experience of engaging at CEO and/or Senior management team level to influence on a broad range of business issues is essential.
- Ability to understand, analyse and take a strategic perspective on industry/market trends, technologies and sector opportunities and lead the development of sectoral plans.
- A credible track record in proactively building and developing business networks and relationships, both internally and externally, with companies and relevant stakeholders.
- An in-depth knowledge and understanding of the drivers of growth and inhibitors for companies in the sector to scale in international markets.
- Strong project management skills with experience in managing multiple projects with competing priorities to meet demanding deadlines and deliver results.
- Excellent oral and written communication skills, with strong report writing ability and presentation skills.
- A relevant third level qualification in business or related discipline 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 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

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 Scale

€75,822 to €93,121 per annum contributory superannuation

Rising to €98,850 by long service increments.

€73,236 to €88,463 per annum non-contributory superannuation

Rising to €93,908 by long service increments.

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 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 – see template provided) accompanying your CV.

Applicants should note that, for shortlisting purposes in particular, clear evidence of the functional competency requirements listed as essential in this specification must be demonstrated as part of your supporting document accompanying your CV.

To apply for the position, send a detailed CV and supporting document quoting reference number **EI.019.24E** to be received on or before **Thursday, May 9th 2024**.

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

ISSUED BY THE HR DEPARTMENT, ENTERPRISE IRELAND ON FRIDAY, APRIL 19th 2024