

Title:	Senior Client Solutions Lead
Grade:	Level E
Department:	RD&I
Division:	Client Solutions
Reporting to:	Department Manager, Client Solutions
Location:	Dublin Eastpoint
Job Reference:	EI.109.25E

Background

Enterprise Ireland's remit is to accelerate the development of world class Irish companies to achieve leading positions in global markets. Our clients, employing over 230,000 people across Ireland, make a significant contribution to the Irish economy. Our forthcoming strategy, for the period 2025-2029, will focus on supporting Irish business to accelerate sustainably and increase their contribution to economic growth. The environment in which Irish businesses operate is constantly changing and business needs to be innovative and ambitious to succeed. Our 5-year strategy sets out how we will support Irish business to START, COMPETE, SCALE and CONNECT to deliver jobs across Ireland and impact globally.

The RD&I team's purpose is to provide support to clients in the development of their Innovation capabilities; specifically looking at the development of new products and services as well as the implementation of new processes to optimise client performance. A key remit of the team is to take a leadership role in advocating for the development of RD&I projects in EI's client base and in supporting an increase in the quantum of client and national investment in R&D. This activity is with a view to enabling the development of RD&I projects which will lead to the discovery of new knowledge which will positively impact client performance and lead to the growth of Exports, Profitability, Productivity and Jobs. The team will be client focused and will provide subject matter expertise; advice on and connections to relevant technical expertise in the RD&I ecosystem; and details on financial supports available as well as collaboration with clients to build RD&I projects and to provide EI financial support to drive their execution.

Role Purpose

The role of the Senior Client Solutions Lead is to provide expertise to clients in the development of solutions to strengthen their functional capability. The Senior Client Solutions Lead is responsible for working directly with clients to build and deliver funding packages and solutions to positively impact client growth and new jobs in Ireland in line with Enterprise Ireland's values.

Key Accountabilities

- Manage and deliver a portfolio of client projects, bringing subject matter expertise required for technically complex and/or multifaceted projects.
- Collaborate strategically with Client Advisors from an early stage to support the strategic development goals of the client, agreeing the project opportunity and the appropriate solutions and funding supports.
- Engage with the client to develop projects, negotiate the financial package, and complete all necessary documentation and steps through to approval, including presentations to key decision makers in collaboration with the Client Advisor.

- Evaluate the client application, including the technical, commercial, and financial assessment of the project, engaging Specialists/Technologists, as required.
- Liaise with the Client Advisor as required as the project progresses.
- Input expertise into the development of Enterprise Ireland's strategies, policies, approaches, and briefings.
- Proactively identify and stay informed of emerging trends, using this knowledge to support clients and to develop product offerings.
- Lead on the evaluation and development of products and services based on emerging trends and client needs.
- Build personal domain expertise and thought leadership through training and career development, delivering deeply impactful engagements with clients.
- Manage and develop team members, where appropriate, to deliver key strategic and operational objectives and targets.
- Coach and mentor other colleagues to strengthen the wider Enterprise Ireland team's knowledge and expertise.
- Represent EI at industry events and participate in relevant Committees, advocating for the importance of R,D &I in the SME base.
- Ability and willingness to travel to client sites as required.

Functional Competencies (Key Skills and Knowledge)

- Experience in negotiating, assessing, reviewing, and critically analysing the strategic and financial position of companies and their projections is essential.
- Significant experience in project management, managing multiple projects to meet agreed timelines, including the management of multi-disciplinary project teams to develop and seek approval for complex projects is essential.
- Excellent oral and written communication skills, with strong report writing ability and presentation skills is essential.
- Strong client relationship management skills to understand, support and evaluate investment propositions and to develop and deliver associated proposals is essential.
- Experience of analysing and taking a strategic perspective on industry/domain trends to enhance client offerings and services.
- Strong leadership skills, including the ability to network effectively, to influence and to proactively build and maintain effective engagement with colleagues, clients, external partners, and other stakeholders.
- Demonstratable relevant domain knowledge in Research Development & Investments is desirable.
- Understanding of Enterprise Ireland strategy and policies, and State Aid Rules is desirable.
- Ability to develop others, supporting individuals through feedback/coaching and by providing opportunities to develop their knowledge and skills.

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**€81,475 - €100,064 per annum contributory superannuation**

Rising to €106,220 by long service increments

€78,696 - €95,058 per annum non-contributory superannuation

Rising to €100,909 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.

*Point of entry on this salary scale may differ from the minimum point of the scale if the successful candidate is a current public or civil servant. **

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 requirements for the position. This should be contained in a short document (maximum 2 pages – template attached) 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 the supporting document accompanying your CV

To apply for the position, send a detailed CV and supporting document quoting reference number **EI.109.25E** to hrconnect@enterprise-ireland.com to be received **on or before Friday, 12th September 2025**.

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 HR DEPARTMENT ON FRIDAY 22 AUGUST 2025.

Enterprise Ireland is an equal opportunities employer

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