

Title	Senior Client Solutions Specialist
Grade	Level E
Department	Disruptive Technologies Innovation Fund
Business Unit	Client Solutions
Reporting to	Department Manager, Client Solutions
Location	Dublin, Cork, Shannon, Athlone, Galway (Subject to Capacity)
Job Reference	EI.110.25E

Background

The Disruptive Technologies Innovation Fund (DTIF) is a €500 million fund established under Project Ireland 2040. It is one of four funds set up under the National Development Plan (NDP) 2018-2027. It is managed by the Department of Enterprise, Tourism and Employment and administered by Enterprise Ireland.

The Disruptive Technologies Innovation Fund involves investment in the development and deployment of disruptive innovative technologies, on a commercial basis, targeted at tackling national and global challenges. The fund is driving collaboration between the world class research base and industry as well as facilitating enterprises to compete directly for funding in support of the development and adoption of these technologies and seeding a new wave of start-ups.

The objectives of the Disruptive Technologies Innovation Fund (DTIF) are to:

- Support enterprises in Ireland to exploit opportunities associated with “disruptive technologies” that will have a transformative impact on the way we work and live in the future by de-risking collaborative projects.
- Build on research undertaken in Ireland and leverage that research further by supporting the delivery and exploitation of new technology-based solutions from that research.
- Foster deeper and wider Research, Development and Innovation (RD&I) collaborations between the public and private sectors in key technology areas and, in particular, to support collaborations between large firms and SMEs in Ireland.
- Strengthen spin-out, spin-in and other start-up activity associated with disruptive technology.
- Prepare Irish enterprises and public bodies to engage in European and global partnerships around the development and deployment of disruptive technologies.

Further information is available at <https://enterprise.gov.ie/en/what-we-do/innovation-research-development/disruptive-technologies-innovation-fund/>

Role Purpose

The Senior Executive appointed to the role will report directly to the Disruptive Technologies, Innovation Fund Department Manager and will work as part of a client-facing team to develop and implement the DTIF programme in full across a diverse range of strategic and operational areas; managing a portfolio of clients, delivering all the constituent components aligned to the Funding Programme's execution and driving maximum impact from the Funding programme during its lifetime.

Key Deliverables

- Manage a portfolio of clients across industry and research to exploit and maximise enterprise opportunities and outcomes from DTIF, proactively engaging with senior company and research performing organisation teams and managing all their DTIF interactions.

- Manage DTIF-funded projects and contracts from concept to completion to include grant management, monitoring, reporting outputs and impacts.
- Communicate DTIF projects' impacts and outcomes as recorded in technical and financial reports and client meetings during the project term and develop these towards relevant next stages in their DTIF journey.
- Promote Call opportunities to companies, researchers, relevant Government Departments, agency colleagues and intermediaries such as industry partners, associations and other bodies.
- Drive robust and effective promotion, communications and engagement opportunities with target audiences through a range of initiatives in consultation with Enterprise Ireland's Global Communications, Strategic Marketing and Events Department, DETE and working with relevant external service providers.
- Provide advice, expertise, feedback and support on disruptive technologies innovation, industrial research, preparation of collaborative projects, consortium agreements and management of intellectual property to client companies and higher education researchers.
- Drive stakeholder engagement through networking and relationship building with relevant DTIF stakeholders, including Irish enterprises and Enterprise Ireland client companies, MNCs, DETE, IDA Ireland, Údarás na Gaeltachta, Research Ireland, DAFM, DFHERIS and other relevant stakeholder partners and bodies to drive maximum impact for the Fund.
- Conduct regular impact, value and benefit assessment reviews of the DTIF projects for relevant internal and external committees and/or research and industry partners/bodies and prepare associated reports, papers, documents or presentations as required.
- Work as part of the team to continuously develop and improve the implementation of DTIF Calls processes, procedures and practices including management of applications, international evaluation panels, assessments and reporting.
- Work as part of the DTIF team to review and maintain appropriate systems and procedures to manage all DTIF obligations and implement relevant evaluation, budgeting, compliance and contractual duties and responsibilities throughout each phase of the Fund.
- Work closely with the DTIF Manager and team, Enterprise Ireland and across other relevant Government Departments to ensure optimum strategic alignment of the Fund's ambitions with other NDP funds.
- Be a positive and dynamic senior member of the Disruptive Technologies Innovation Fund team and the wider Client Solutions Division supporting the Division and Department Managers.
- Coach and mentor other team members to strengthen the wider Enterprise Ireland knowledge and expertise in this area.
- Represent Enterprise Ireland at relevant public fora.

Functional Competencies (Key Skills and Knowledge)

- A degree level qualification in a relevant scientific/technical discipline and/or demonstrated relevant industry experience as relates to disruptive technologies is essential.
- Experience of working in an RD&I support or equivalent business environment for enterprise development is essential.
- Programmes or projects management skills and experience managing delivery from concept to completion is essential.
- Proven aptitude, through demonstrated relevant work experience, to understand and assimilate scientific and technological subjects and a robust understanding of approaches to supporting industry-driven collaborative research is essential.
- Demonstrated understanding of the international trends for support of disruptive and innovation technologies and services is essential.
- Strong working knowledge and experience of the Irish research system.
- An understanding of Enterprise Ireland's client engagement, financial and services offers and R&I funding programmes.

- Robust skills and experience in providing advice, expertise and support to companies or researcher communities that supports their innovation and / or business growth development agendas.
- Strong proficiency and experience of building and managing stakeholder engagement and relationships at all levels across a broad and diverse cross-cultural network and environment between companies, academia and sector markets.
- Competency in identifying, matching and supporting stakeholders to implement collaborative research programmes and other high-impact research-related initiatives.
- Experience of writing and presenting for impact and producing content for position papers, reports, presentations and collateral for use across a range of channels.
- Strong presentation skills and demonstrated ability to represent Enterprise Ireland and its position/agenda across diverse platforms.
- Demonstrated skills and experience of driving and managing a variety of communications campaigns and events via public relations, promotion and marketing initiatives.

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 look out 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 requirements for the position. It is therefore important that you demonstrate 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 (template provided) accompanying your CV.

To apply for the position, send a detailed CV and supporting document quoting reference number **EI.110.25E** to hrconnect@enterprise-ireland.com to be received on or before **Monday, 22nd September 2025**

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 PEOPLE IRELAND DEPARTMENT, ENTERPRISE IRELAND ON MONDAY 1ST
SEPTEMBER 2025**

Enterprise Ireland is an equal opportunities employer

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