

Title: Market Advisor, Food Foreign Direct Investment (FDI)
Department: Food Technology and Food FDI
Business Unit: Food & Sustainability Division
Reporting to: Senior Market Advisor, Food FDI
Location: London or Manchester, UK
Duration: This post is being offered on the basis of a 3 Year local assignment
Job Reference: EI.115.25E
Closing Date: Friday, 22 August 2025

Applicants must be eligible to live and work in the UK at the time of application

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. Enterprise Ireland's (EI) strategy for the period 2025 – 2029, will focus on supporting Irish business to accelerate sustainably and increase their contribution to economic growth. 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

To learn more about Enterprise Ireland please visit our website at www.enterprise-ireland.com, check our socials or write to us.

About the Role

Enterprise Ireland holds the Irish government mandate for foreign direct investment (FDI) in the Food and Drinks manufacturing industry and is responsible for driving inward investment in the sector.

Food FDI companies are instrumental in delivering Irish economic impact, driving investment in R&D, enhancing supply chain opportunities for domestic firms, improving capability in the sector, leading the way on sustainability initiatives and generating significant revenues for the exchequer. Food FDI investment is critical to supporting Enterprise Ireland's scaling and sustainability goals.

The person appointed to this role will manage a portfolio of UK FDI clients with a target to win New Name, Expansions and R,D&I investments that complement the Irish Food & Drinks industry.

This role is perfect for someone who is not only a great communicator and creative thinker but also has the ability to prioritise their time, step back and assess where they can create the greatest impact. If you are an energetic self-starter who enjoys working collaboratively, you will thrive in this role.

Location and Flexibility

Based out of our office in London or Manchester, this role involves working across the UK, frequent travel to Ireland and occasionally to other locations. We offer flexible working arrangements to ensure a healthy balance between learning, team interaction, and productivity.

If you are passionate about making a tangible impact and helping the Irish Food and Drinks industry, this role offers an exciting opportunity to do just that.

Key Deliverables

- **Client Portfolio Management:** Oversee a portfolio of UK FDI client prospects with a target to (i) win first-time New Name investments and (ii) work closely with the team in Ireland to sustain and grow jobs in the existing FDI base in Ireland by competing for future investment expansions from parent companies based in the UK
- **CRM Management:** Maintain up-to-date records of all client interactions and activities in the CRM system, ensuring accurate and comprehensive data to support client management and reporting
- **Networking:** Establish and maintain a robust network of UK decision-makers and influencers to benefit the Food FDI client portfolio. Utilise this network to facilitate introductions and provide valuable insights that benefit our clients and help them to achieve their commercial objectives
- **Marketing & Communications:** Work with the Ireland-based team and in conjunction with EI's Corporate Marketing and Communications team to develop communications and marketing that profile Ireland as a Food and Drinks destination for UK companies
- **Awareness Initiatives:** Act as EI's Food FDI representative in-market by creating opportunities to communicate and promote the Ireland Food FDI message through a range of in-market events and marketing activities
- **Stakeholder Management:** Build a strong collaborative relationship with EI colleagues in-market along with IDA Ireland and Bord Bia colleagues, the Department of Foreign Affairs and other stakeholders
- **Performance Metrics:** Achieve all assigned metrics and KPI targets, contributing to the broader goals of the Food Technology and Food FDI team and the wider organisation
- **Team Collaboration:** Actively participate as an inclusive, supportive, and engaged member of the team

Functional Competencies:

- Demonstrated skills and experience in proactively creating, building and maintaining business networks, contact bases and relationships for business development and/or lead-generation purposes **is essential**
- Excellent organisation, communication, and presentation skills **is essential**
- Good knowledge and understanding of the major trends impacting the business competitiveness of Ireland as a location **is essential**
- An established network of senior relevant contacts in the UK that could be leveraged is desirable
- Project management and/or events management skills and experience to handle marketing events and activities including inward and outward FDI missions involving Government Ministers
- Proven skills and experience in working collaboratively with a range of relevant internal and external stakeholders at all levels including internal colleagues, senior management, client companies, Government Departments, business and industry partners and associations
- A self-starter with experience of working on their own initiative with the ability to work as a key member of a dispersed/remote team
- Willingness to travel when required to meet the needs of the role
- A Business degree or similar qualification in a relevant field is desirable, however all candidates with significant, appropriate experience will 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 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 EI 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.

Team working

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 EI 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

Developing Yourself & Others

Creates an environment that enables others to excel in terms of job performance.

Salary

Depending on location - for more details contact hrconnect@enterprise-ireland.com

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

To apply for the position, send a detailed CV and a completed supporting document quoting reference number **EI.115.25E** to hrconnect@enterprise-ireland.com to be received no later than **Friday, 22 August 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 THE HR DEPARTMENT, ENTERPRISE IRELAND ON FRIDAY 25th JULY 2025

Enterprise Ireland is an equal opportunities employer.

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