

Title	Development Adviser
Grade	Level D
Department	Global Irish Business
Division	Industrial and Life Sciences
Reporting to	Department Manager
Location	Dublin, Athlone, Cork
Job Reference	EI.157.25E
Salary	€52,026
Closing Date	1st December 2025

**Applicants must have employment eligibility to work in Ireland
and to be available to work from the Enterprise Ireland location specified for the role.**

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.

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. 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.

Role Purpose

The person appointed to this post will work to stimulate investment and activity of Enterprise Ireland's largest clients and help deepen the relationships with Irish PLC's. The successful applicant will work intensively with eligible PLC's at the highest levels including Board, CEO, C-suite management and respective heads of strategic functions globally. They will be heavily focused on working with these Global Businesses to add more activity in Ireland and embed into various aspects of the Irish ecosystem.

Key Deliverables

- Work with a portfolio of Enterprise Ireland (EI) Global Irish business clients across multiple sectors including on-boarding where necessary to EI, and to assist them to grow and scale their businesses in Ireland
- Prospect Global Irish Businesses with little or no formal engagement at the most senior levels
- Engage companies and educate of the potential EI supports for various investments
- Support companies to undertake a diagnostic evaluation of their business needs and present an Irish proposition for investment rather than overseas
- Advise and support the portfolio of companies on opportunities in Ireland around Centres of excellence (R&D, Sustainability, Digitalisation), links with RPO's, links with the start-up ecosystem, intrapreneurship, shared service activities etc.
- Build investment proposals and present to the appropriate funding committees in Enterprise Ireland
- Work collaboratively with other parts of Enterprise Ireland to ensure the full suite of supports are delivered to the client

- Connect companies with a network of external contacts within the sector both in Ireland and internationally
- Build strong networks with relevant Enterprise Ireland colleagues across the organization to develop a highly professional integrated approach to supporting companies
- Build awareness of GIB opportunities with key external professional firms advising this cohort of clients

Functional Competencies (Key Skills and Knowledge)

- Excellent understanding and experience of Global Irish Businesses structures and business models, is essential
- Proven ability to work effectively with C suite management to articulate opportunities for investment in Ireland and associated supports that are available to encourage more business in Ireland is essential
- Experience of working with innovative Global Businesses would be a distinct advantage
- Experience of working with very large businesses is desirable
- Experience of presenting cases for Enterprise Ireland investment support is desirable
- Strong network of contacts in the PLC and €B plus companies, both in Ireland and their subsidiaries abroad, with proven ability to expand existing and develop new networks within these cohorts would be an advantage
- Good experience and understanding of issues such as, R&D tax credits, sustainability, transfer pricing, Capital and training supports etc., for large Companies 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 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**€52,026 to €74,725 per annum contributory superannuation**

Rising to €76,521 by long service increments

€49,701 to €71,098 per annum non-contributory superannuation

Rising to €72,804 by long service increments

Candidates should note that entry will be at the minimum point 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.

To apply for the position, send a detailed CV and supporting document quoting reference number **EI.157.25E** to HRconnect@enterprise-ireland.com to be received no later than **1st December 2025**.

Interviews for this position are intended to take place on or after week commencing **8th December 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 TUESDAY, 18th OCTOBER 2025

Enterprise Ireland is an Equal Opportunity Employer

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