

Title	Senior Client Advisor
Grade	Level E
Department	Housing: Housing Delivery Unit - Internal Market
Divisions	Industrial & Lifesciences
Reporting to	Department Manager, Housing incorporating Construction & Timber Sectors
Salary	€81,475
Location	Dublin (Eastpoint)
Job Reference	EI.183.25E
Closing date	Friday 9th January 2026

Applicants must have employment eligibility to work in Ireland and be available to work in 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. Under the Governments "Housing for All Strategy"**, launched in September 2021 Enterprise Ireland was asked to stand up a new unit to engage with the internal (domestic) house building market. The unit operates this engagement through our Built to Innovate programme. The objective of this programme is to improve the Productivity, Innovation and R&D of the house building sector. Under the Government's follow up Strategy launched in November 2025 called **Delivering Homes Building Communities 2025 to 2030** the Housing Delivery Units role is to scale its activity.

Role purpose

The primary purpose of the Housing Delivery Team Senior Client Advisor role is to lead and manage strategic client and stakeholder relationships on behalf of the Agency, optimising the ambition, potential and impact of each client company in line with Enterprise Ireland's current remit under **Delivering Homes Building Communities 2025 to 2030**, as outlined above, or future expansions of Enterprise Ireland's remit.

The EI Client is defined as Irish Manufacturers, Main Contractors, Housebuilders and System Suppliers engaged in the domestic housebuilding supply chain

The Senior Client Advisor will also lead on the development and implementation of a strategy for their sector, driving the right approach and activity to optimise the opportunities and address the challenges of the sector.

From time to time the Senior Client Advisor may undertake & support projects across the Division as advised by the Divisional Manager

Key Accountabilities

- Actively manage and develop a large and complex portfolio of sectorally aligned clients
 - Promote the Built to Innovate offer to existing and new Enterprise Ireland clients and develop a pipeline of projects for funding

- Continuously assess and prioritise client engagement needs
- Engage strategically regarding client ambition and future plans
- Provide constructive insights on client growth opportunities and challenges
- Utilise the Client Engagement Model to create and implement tailored client engagement plans
- Facilitate effective engagement with the EI specialist teams, leveraging the full range of Enterprise Ireland's financial and non-financial supports maintain comprehensive records and systems of all client engagements
- Enhance client and sector development agenda by:
 - Promoting the Build to Innovate offer to key public and private stakeholders.
 - Developing and executing a sector-specific strategy with stakeholders, using research and insights to optimise opportunities and address challenges
 - Engaging with key stakeholders on strategic issues such as Modern Methods of Construction, LEAN production techniques, skills, regulation, technology trends, market access and external funding
 - Foster inter-client relationships and establishing connections with the wider Research, Innovation, Regional and National ecosystem
- Identify and initially shape transformative projects
 - Scope and develop the initial shape of an investment proposal in collaboration with the client
 - Provide input to the Client Solutions Team on investment proposals regarding the strategic context of the client's business
 - Liaise with the Client Solutions Lead as required as the project progresses and participate in the presentation of proposals to the relevant approval committee
- Lead the development of smaller/initial investment project proposals from identifying the client need, through to approval
- Proactively engage with client companies to monitor various obligations/requirements, e.g. completion of sign-off conditions, project progress and grant drawdowns, equity maintenance, completion of surveys (AES, ABR, Client Satisfaction) etc
- Manage 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
- Travel for client meetings and sector / industry aligned events

Functional Competencies (Key Skills and Knowledge)

- Demonstrate sector knowledge and experience in residential modern housing methods of construction and construction economics is essential
- Demonstrate significant experience in providing excellent client service across a portfolio of clients at different stages of the housing development supply chain, and varying levels of complexity, is essential
- Demonstrated experience in assessing and evaluating companies' business plans and financials by applying strong knowledge of the drivers of growth, the relevant business models and the stages of company development is desirable
- Demonstratable experience of engaging at CEO level and Senior team level to influence and negotiate on a broad range of business issues is desirable

- A strong track record in proactively building and developing business networks and relationships
- Ability to understand, analyse and take a strategic perspective on industry/market trends, technologies and sector opportunities and lead the development of sectoral plans
- Ability to manage others, supporting individuals to upskill through providing regular feedback, opportunities, and resources
- Be proactive and curious about new trends and how to apply them to housing developments

Enterprise Ireland Behavioural Competencies

Results Focused

Strong drive to achieve, with the ability to remain outcome and results focused with regard to multiple business priorities and organisational goals. Strong commitment to 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

Expertise in building and developing teams, working collaboratively with colleagues, shares information and respect the opinions 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

The ability to lead, inspire, motivate and energise yourself and others to create an environment that enables others to excel in terms of job performance.

Salary scale**€81,475 to €100,064 per annum contributory superannuation**

Rising to €106,220 by long service increments

€78,696 to €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 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.183.25E** to HRconnect@enterprise-ireland.com to be received no later than **Friday 9th January 2026**

Interviews for this position are intended to take place during **week commencing 19 January 2026**

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 18th DECEMBER 2025

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