

Title: Client Solutions Lead x 2
Grade: Level D
Department: Research Development and Innovation
Reporting to: Senior Client Solutions Lead
Location: Dublin, Shannon, Athlone, Galway, Sligo, Cork or Dundalk (Subject to capacity)
Job Reference: 031.EI.26E
Salary: 52,546
Closing Date: April 20th , 2026

Applicants must have employment eligibility to work in Ireland and to 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. 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.

Role Purpose

The role of the Client Solutions Lead is to provide expertise to clients in the development of solutions to strengthen their functional capability. The Client Solutions Lead works with clients to build and deliver funding packages and solutions to positively impact client development and growth. The role will also contribute to the evaluation, development, management and promotion of our client offers.

Key Deliverables

- Collaborate 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.
- Assess emerging trends whilst identifying their impact on clients and evaluating the appropriateness and effectiveness of EI offers.

- Input into the development of new offers and processes including the development and management of the associated collateral and promotion.
- Build personal domain expertise through active engagement with the ecosystem, formal training and career development to deliver deeply impactful engagements with clients.

Functional Competencies (Skills, Experience & Qualifications)

- Demonstrable relevant domain knowledge is essential
- Ability to assess the strategic and financial position of companies and their projections is essential
- Experience in project management, managing multiple projects to meet agreed timelines is essential
- Excellent oral and written communication skills, with strong report writing ability and presentation skills is essential
- Demonstrate an ability to understand, analyse and take a strategic perspective on industry/market trends to enhance client offerings and services
- Strong client relationship management skills to understand, support and evaluate investment propositions and to develop and deliver associated proposals
- Ability to network effectively, to influence and to proactively build and maintain effective engagement with colleagues, clients, external partners, and other stakeholders
- An understanding of Research, Development and Innovation is desirable.
- Understanding of Enterprise Ireland strategy and policies, and State Aid Rules is desirable

Enterprise Ireland Behavioural Competencies

Results Focused

The ability to be 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 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.

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

Communicates the EI purpose, values and approach, acting genuinely and with integrity, in a manner that builds trust and engages and motivates others.

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 you and others to excel in terms of job performance.

Salary Scale

€52,546 to €75,472 per annum contributory superannuation
Rising to €77,286 by long service increments.

€50,198 to €71,809 per annum non-contributory superannuation
Rising to €73,532 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 essential requirements. This must be presented in the mandatory application form (maximum 2 pages – template attached) accompanying your CV.

A complete application includes:

1. A completed mandatory application form
2. A copy of your CV

Failure to submit the mandatory application form and CV may result in your application not being considered.



To apply for the position, send a detailed CV and mandatory application form quoting the relevant job number **031.EI.26E** to talentacquisition@enterprise-ireland.com to be received **on or before Monday April 20th, 2026**.

N.B. All correspondence will be acknowledged in writing by the Talent Acquisition Department within 3 working days. Applicants who do not receive an acknowledgement within 3 working days should contact talentacquisition@enterprise-ireland.com.

ISSUED BY THE HR DEPARTMENT ON MONDAY MARCH 30TH 2026

Enterprise Ireland is an equal opportunities employer

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