

Helping you grow your international sales

Global support

Through our international office network, which has access to more than 60 countries around the world, Enterprise Ireland can support you in increasing your sales in the global market.

Experienced business personnel have a wide network of in-market contacts and access to the most up-to-date market information. We also operate a network of consultants who can support your market development needs in markets where we do not have offices.

Starting to export

We can support clients entering markets for the first time by:

- Validating opportunities through market research
- Competitor profiling, identification of target customers and distribution channels
- Advice on market entry strategies
- Provision of customised itineraries
- Securing first sale reference sites
- Market visit assessment, buyer feedback and visit follow-ups

Growing exports

If your company already operates in an overseas market Enterprise Ireland can assist you with:

- Market and competitor intelligence
- Identification of new opportunities, customers and strategic partners
- Introductions to key industry and sectoral decision makers
- Support for building key customer relationships including access to hospitality events
- Advice on partnering strategies

Other supports

We have a range of additional supports for clients at all stages of market development.

Facilities and services

- Access to in-market office facilities and incubator units
- Access to translation and interpreting services
- Introductions to third party professional services including recruitment, PR, advertising and legal services
- Introductions to sources of competitive suppliers, international growth capital, and technology licensing

External expertise

We can help connect you with specialist strategic advice and support from a number of sources including:

- International mentors
- Business advisers through the Business Accelerator Programme
- Industry and sectoral advisory boards
- Business networks
- Other Irish companies

Trade events

Our annual programme of trade missions and trade fairs provides an important vehicle to win and increase export sales. At these events, Enterprise Ireland focuses on connecting clients with international buyers by organising individual, customised in-market meetings. We also offer clients the opportunity to participate on Irish group stands at international trade fairs, travel with major overseas trade missions and meet with potential buyers that we bring to Ireland. Check our Events Calendar at www.enterprise-ireland.com/events to see if there is an event in the market you wish to do business in.

Market intelligence support

Enterprise Ireland's team of information specialists at our Client Knowledge Centre in Dublin provide market research reports, business information databases and similar business intelligence to support your export drive. Your development adviser can link you to this service.

Contacts

Enterprise Ireland clients should contact their development adviser before linking to overseas client support services.

For a full listing of the international office network please visit: www.enterprise-ireland.com/contact/overseasoffices