

MY CAREER PATH IMED



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Imed is a Regional Business Development Executive with IDA Ireland

“Working in the public sector helps you make an impact on the future of your country.”



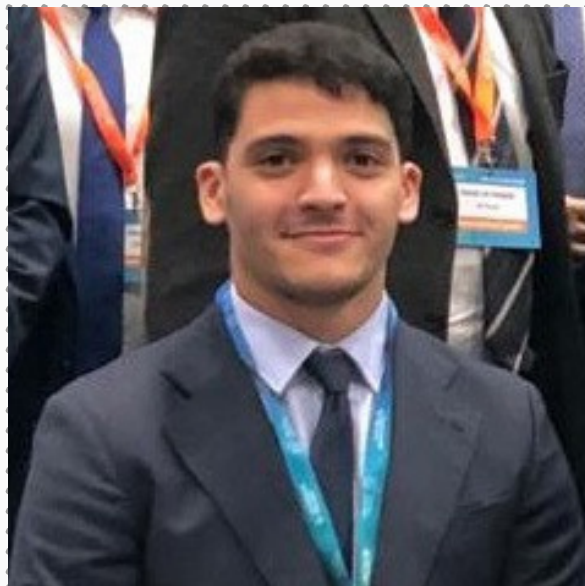
I’m from Algeria originally and moved here at the age of 4 when my parents emigrated. I completed my leaving cert in 2014 and went to the University of Limerick to study a Bachelor of Arts in International Business.



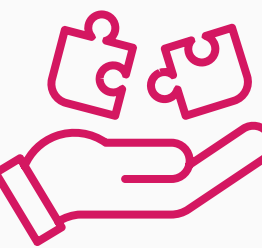
I was unsure of what I wanted to do after college. I always wanted to work abroad and had so many exciting companies in mind. It was at a careers fair in Dublin that I learned about Enterprise Ireland and the opportunity to work practically anywhere in the world with a portfolio of different companies.



I graduated from the University of Limerick in 2018 and joined Enterprise Ireland as an overseas marketing executive through their graduate programme.



I didn’t have an exact idea of what it was I would be doing but what was important to me was to work abroad, learn from experienced people, and to be in a role that I could make my own.



I spent two years overseas and then switched to IDA Ireland when an internal vacancy arose (IDA and Enterprise Ireland are sister organisations).



I worked for one year for IDA Ireland in a project management role and then got promoted into a client facing role in Galway, which I work in currently.



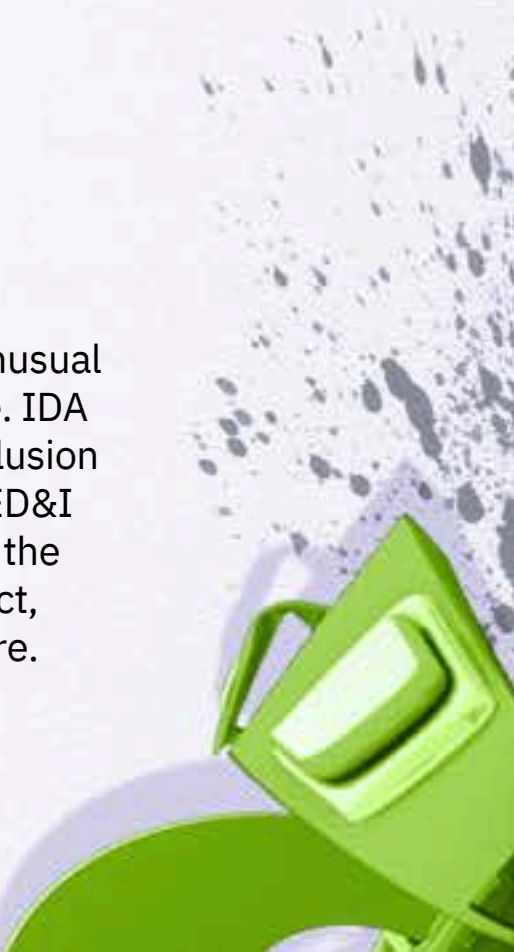
I’m responsible for promoting the west of Ireland (Galway, Mayo & Roscommon) to international investors as a potential location for investment.



I develop and promote value propositions for each county. I set up itineraries for investors to introduce them to the key players in the local business ecosystem. I also work with companies who are already in the west to understand their challenges and help them grow.



Despite my ethnic differences and my unusual name, Ireland is very much home to me. IDA Ireland takes Equality, Diversity and Inclusion (ED&I) very seriously and has its own ED&I committee. I have never once felt like the “odd one out” or as a foreigner. In fact, I couldn’t feel more Irish working here.



Job Specification – Regional Business Development Executive



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| DEPARTMENT | IDA Ireland |
| SALARY | Starting at €50,500 per annum *subject to change |
| ROLE DESCRIPTION | <p>Overview:</p> <p>The purpose of this role is to proactively advance IDA’s strategic interest in promoting the Region as a location for new FDI, to work with stakeholders to support the winning of investments and to work with the existing client base to secure investment opportunities in line with our Strategy across the five pillars, in order to deliver jobs and economic impact to the Region.</p> <p>Key Tasks:</p> <ul style="list-style-type: none">• To energetically drive IDA’s project delivery to the region aligned to IDA Ireland’s strategy and Regional targets.• To actively market the region to Global Teams across all divisions, preparing, accompanying, and managing itineraries, the conversion of the pipeline and supporting the successful delivery of new investments into the Region.• To work collaboratively with colleagues in the West Region in the preparation of marketing value propositions and itineraries to maximise the investment opportunities for the Region.• To ensure the provision of close and effective start up assistance and support for new client companies establishing in the Region.• To work with the Regional Manager on the delivery of appropriate and timely solutions to challenges faced by existing and potential clients in the Region.• To support the Regional Manager in delivery of actions in the DETE Regional Enterprise Action Plan for the Region.• To work with the Regional Manager to help build a world class business eco-system through networking and relationship building across regional and national stakeholders. Facilitating connections and supporting the delivery of regional and national networking for FDI.• To support the Regional Manager by representing IDA Ireland at a range of meetings and functions as required and to pro-actively speak on behalf of IDA Ireland outlining our role, strategy importance and economic impact of IDA nationally and regionally.• To understand the various business models and needs of target companies considering locating operations in Ireland. To address these needs and challenges in conjunction with the Manager through cross functional team work ultimately delivering differentiating value propositions to the client.• To work collaboratively with Property Division to define suitable and available property solutions and to position these solutions as part of the marketing proposition for the Region.• To work with the Regional Manager to implement a range of strategic initiatives for the West Region aligned to the implementation of IDA’s regional Strategy.• Through networking and relationship building to enhance the organisation’s knowledge of its key stakeholders plans and activities pertinent to the organisation’s regional strategy.• To ensure that the brand of IDA is held in high regard in the Region.• To contribute energetically to the development of the Division as part of the Regional Business and Relationship team. |

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| ROLE DESCRIPTION | <ul style="list-style-type: none">• To ensure that continuous learning and development is undertaken through informal and formal learning and participation in the Performance Management and Development Review Process.• To ensure equality, dignity, inclusion, and respect are applied within and outside the Organisation and that a work life balance is supported as much as possible in the workplace.• To ensure that IDA’s values of People, Professionalism, Passion for Performance and Public Service are upheld at all times.• To demonstrate flexibility in undertaking additional tasks as may be assigned and to manage and maintain good communications with colleagues across time-zones and cultures. |
| REQUIREMENTS | <p>Essential</p> <ul style="list-style-type: none">• A relevant third level qualification, to a minimum of degree standard, and/or relevant business experience.• Excellent client engagement skills.• Ability to build effective client relationships.• Ability to work well under pressure, flexibly and independently on own initiative.• This role will require domestic travel, flexible working hours, and a willingness to work flexibly across Regions on a regular basis.• Ongoing flexibility and interest in international career progression and development is required.• A full driving licence is essential. <p>Desirable</p> <ul style="list-style-type: none">• Client Focused Relationship Building• Sales & Marketing• Project Management• Communications and Personal Effectiveness• Knowledge• Networking• Negotiating and Influencing• Creativity and Innovation |
| APPLICATION PROCESS | <ol style="list-style-type: none">1. Application form and CV submission.2. Shortlisting of candidates based on information contained in their application.3. A preliminary screening interview.4. A final formal interview with department manager, HR manager and divisional manager. |

