



Title: Client Solutions Specialist
Grade: Level D
Department: Sustainability Solutions
Division: Client Solutions
Reporting to: Senior Client Solutions Sustainability Specialist
Location: **Dublin, Cork, Waterford, Dundalk, Galway, Shannon** (subject to capacity)
Job Reference: **058.EI.26E**
Closing Date: **Tuesday, 23rd June 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 234,000 people across Ireland, make a significant contribution to the Irish economy nationally and regionally.

Enterprise Ireland's strategy for the period 2025-2029, focuses on supporting Irish business to accelerate sustainably and increasingly contribute 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

Working as part of the Sustainability Solutions team, the Executive will be a key member supporting the delivery of an ambitious work programme and organisation response that reflects the Government's Climate Action Plan.

Ireland has committed to reducing emissions by 51% across all sectors of the economy by 2030 and to become climate neutral by 2050 with legally binding sectoral emissions targets established under the Climate Action and Low Carbon Development (Amendment) Act 2021. Looking at the Enterprise Sector, Government has established a commitment to delivering a 35% reduction from on-site Industrial emissions by 2030.

Enterprise Ireland is committed to embedding sustainability and climate action in its strategic approach to company and sectoral development, aligned to Government's [Climate Action Plan](#) and our Corporate Strategy. This approach will involve Enterprise Ireland driving transformational change in embedding sustainability and climate action as a fundamental part of company development and competitiveness.

Enterprise Ireland is supporting clients across all sectors to embrace and adopt best in class sustainability & climate action practices.

The Climate Action Plan 2024 and the 2022 Enterprise White Paper confirm Government's commitment to supporting the decarbonisation of Industry through its Agencies, including Enterprise Ireland. For Enterprise Ireland, this will include funding transformational environmental projects that will generate substantial decarbonisation and wider environmental outcomes alongside wider capability building supports to drive the Green Transition.

The successful candidate appointed to this role will work with client companies across the organisation to support their sustainability transformation and developing company capability to be more competitive in international markets.

Key Deliverables

- Increase client company engagement and uptake of Enterprise Ireland's sustainability supports through working with colleagues across the organisation
- Embed enterprise sustainability activities into Enterprise Ireland programmes and supports, through working with colleagues and teams across the organisation
- Evaluate client sustainability plans to ensure that they are fit for purpose, actionable, aligned with industry best practices and meet Enterprise Ireland guidelines
- Drive the adoption and implementation of tailored sustainability initiatives ensuring a tangible impact on client ESG goals
- Support clients with funding proposals, reviewing applications and ensuring compliant, successful submissions
- Support Enterprise Ireland's inputs into the development of enterprise policy in the areas of climate change and sustainability
- Effectively communicate the challenges and needs of enterprise in the low carbon transition by engaging with stakeholders across government departments agencies and representative bodies/civil society
- Represent Enterprise Ireland at relevant events, engaging with clients and stakeholders
- Contribute to the further development and implementation of key strategic projects and action responses such as funding programmes, CO2 reduction targets, sectoral or technology focused initiatives
- Contribute to a continuous improvement ethos in helping deliver client service excellence as a core feature of our culture and operating model. This may include the need to work outside of core office hours

Functional Competencies (Key Skills & Knowledge)

- Demonstrated deep knowledge of the major issues affecting the enterprise sector in the low-carbon green transition, combined with practical experience working on these challenges at both a sectoral and individual company level, is essential
- A knowledge and understanding of national and international climate action and sustainability policy and the impact this will have on enterprise development, is essential
- An undergraduate or postgraduate degree (NFQ Level 7 or higher) in environmental science, economics, public policy, or sustainable development is essential. Alternatively, candidates must possess equivalent professional training leading to an accredited professional certification, or significant relevant career experience in these specific fields
- Ability to work effectively with companies to develop sustainability strategies as part of their overall business growth plans is essential
- Experience in working with and influencing internal and external stakeholders, from a range of backgrounds and perspectives is desirable

- Understanding of a structured client engagement process and understanding of Enterprise Ireland's financial and services offers to clients
- Ability to develop a strategic perspective on industry/market trends and opportunities to support the development of sectoral plans
- Strong oral and written research and communications skills and experience e.g., experience of report writing, data analysis and external communications, across a range of channels

Enterprise Ireland Behavioral 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 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 Enterprise Ireland 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 - €75,472 per annum contributory superannuation
Rising to €77,286 by long service increments

€50,198 - €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 **058.EI.26E** to talentacquisition@enterprise-ireland.com to be received **on or before Tuesday, 23rd June 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 TUESDAY, 2nd June 2026.

Enterprise Ireland is an equal opportunities employer

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