



SENIOR MARKET ADVISER

Your new company

The Irish Government export development agency, Enterprise Ireland (EI), focus on helping Irish-owned business deliver new export sales. As a result of increased interest the Nordic region within the Life Sciences sector, a new position has been created at EI.

The role of Senior Market Adviser will be to work with a portfolio of Irish companies, assisting them to identify new market opportunities in the Nordic Life Sciences sector.

Your new role

Your responsibilities may include:

- Working in a coordinated and integrated manner with Ireland-based sector and client departments to achieve shared corporate targets.
- Proactively identify new market opportunities for Irish companies and help them to convert them into sales.
- Develop a strong network of market contacts and provide a professional product sourcing service to local Danish and Nordic buyers. Increase the awareness of Ireland as a strong supply source and facilitate buyer/supplier contacts.
- Undertake/manage agreed projects for individual Irish client companies. Persuade them at senior level to act on recommendations arising from such projects.
- Mentor and Develop colleagues as required
- Represent EI in the broader media, business and commercial environment and with the other Irish government agencies in the region, and project a positive image of Ireland as an international supply source.

What you'll need to succeed

To be successful in the position you will have an extensive background in the life sciences sector in Sweden, preferably extending to the Nordics. Ideally you will have experience from a position whereby business development formed part of your responsibilities. To be able to hit the ground running, you will have a strong database of contacts in the industry. With this in mind, you will be able to show clearly your consulting skills and ability to network, build and maintain productive business relationships. Equally important will be your project management experience and record of achieving targets.

An ability in one Nordic language and fluency in English is required.

The opportunity

Perhaps you are today working in the life sciences industry but feel for taking a new direction? This could be the opportunity you have been thinking about. The opportunity presents a chance to build a business area from scratch with a large and supportive network of Life Sciences colleagues already established across various EI locations globally. Locally you will work with a small and supportive group of individuals who have been with EI between 1 – 13 years. You will work with a supportive manager who will invest much of his time to ensure you have a smooth introduction to the export development agency.

It is important to be clear that this position is available on a 2 year contract with Enterprise Ireland, with an opportunity for renewal at that time. The salary offered for the position is SEK 567,003 per annum. Office hours are 9-5, on Fridays the office closes at 4.30pm. The office location is in Stockholm.

What you need to do now

In this recruitment Enterprise Ireland is working with Hays Life Sciences. If you're interested in this role, then please [click here](#) and make sure you send your cover letter and CV on the same document. For inquiries regarding the position or process please contact the responsible recruitment consultant , Claire Wharton – claire.wharton@hays.com. Selection of candidates will be carried out continuously, so be sure to send in your application as soon as possible.
Last day for application:27th November.