

Job Title:	Manager Russia
Business Unit:	International Sales and Partnering
Location:	Moscow
Reporting To:	Director Central Eastern Europe, Russia and Nordics
Role Purpose:	The purpose of this role is to lead and manage Enterprise Ireland's activities in Russia and CIS, a key priority market. The successful candidate will have responsibility for realising Ireland's export growth potential and grow jobs in Ireland by supporting EI clients to enter and develop business in Russia and CIS markets, the only European country designated a BRIC and has been classified as a high growth market by EI.

Key Results to be Delivered:

- **Export Growth:**
 - Proactively increase Irish exports to Russian market in line with targets agreed with Territory Director, Central Eastern Europe, Russia and Nordics.
 - Develop and implement a strategy/structure in co-operation with Territory Director and High Growth Markets Manager to achieve targets.
 - Develop and implement a range of services and programmes to support Irish company sales activities.
 - Develop a strong network of market contacts and provide a professional product sourcing service to local buyers. Increase the awareness of Ireland as a supply source and facilitate buyer/supplier contact.
 - Undertake/manage agreed projects for individual Irish clients. Persuade Irish clients at senior level to act on recommendations arising from such projects.
 - Proactively influence targeted clients to increase their level of activity in relevant markets. Support the exploitation of identified opportunities through provision of in-market support and the identification of strategic in-market partners. Help clients to turn these opportunities into real sales.
- **Budget Management:**
 - Achieve budget management targets as set out by Territory Director, Central Eastern Europe, Russia and Nordics.
- **Staff Management:**
 - Maintain high staff motivation and output levels within the Moscow team and its associates.

- **Strategic Role:**
 - Continually evaluate and decide on priority sectors in the market to achieve export growth.
 - Propose, develop & implement new initiatives/project ideas/market opportunities to increase export growth.
 - Identify regional and wider corporate issues and seek to bring forward solutions with a broader organisational impact.
- **Team Approach:**
 - Work in a co-ordinated and integrated manner with Irish based sectoral teams, relevant global sectoral teams and the High growth market team based in Dublin.
 - Contribute to the EI Central Eastern Europe, Russia and Nordics management team. Propose & implement new initiatives/ project ideas/ market opportunities to increase export growth to the market.
- **Representational Role**
 - Represent Enterprise Ireland in the broader media, business and commercial environment and with other Irish government agencies in the Russian market. Project a positive image of Ireland as an international supply source.
 - Develop strong mutually beneficial relationships with Diplomatic Missions within the region.

Functional Competencies

- Strong marketing ability with good knowledge of business methods and sales processes in Russian markets.
- Working knowledge of the Russian language and willingness to quickly reach fluency.
- Strong network within Enterprise Ireland, an in-depth understanding of Enterprise Ireland's strategy and sound knowledge of Enterprise Ireland's supports and services to industry in Ireland and overseas across a range of sectors.
- A good understanding of the major issues impacting on the international business competitiveness of Irish companies.
- A good knowledge of who the key players are in the relevant sectors and a sound knowledge and understanding of the relevant sectors strengths and challenges.
- Strong networking skills with an interest in building on and expanding key relationships with business leaders throughout the relevant markets.
- Strong project & budget management, planning and administrative skills.
- An excellent understanding and experience of the phases of company development and growth.
- Experience of implementing business development strategies in companies.
- A proven track record in implementing organizational policies and procedures.
- Experience of managing a team to deliver on targets.
- Experience of working in Ireland is a distinct advantage.
- A third level qualification in Business or a related discipline would be an advantage.

Enterprise Ireland Behavioural 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 look out 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

Lives the EI purpose and values, acting genuinely and with integrity, in a manner that builds trust and engages and motivates others, placing the genuine needs of the client, the organisation, and staff ahead of personal agendas.

Developing Yourself & Others

Creates an environment that enables you and others to excel in terms of job performance.

Application Process

For further information please contact or send a detailed CV to vtchoubarov@spenglerfox.com to be received no later than close of business Monday 21st February 2011

Applicants are advised to contact Vladislav Tchoubarov from Spengler Fox recruiting agency in relation to salary (including allowances) +7 499 929 0931.

Enterprise Ireland is an equal opportunities employer.

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