



Fáilte Ireland (The National Tourism Development Authority) is the State organisation responsible for promoting and supporting the development of tourism as a key driver of economic growth in Ireland. It provides strategic leadership and a range of practical business solutions to foster competitive tourism enterprise, encourage innovation and support policy formulation to help position and sustain Ireland as an attractive and compelling visitor destination.

Manager, Dublin Region

Level 3

Permanent Position, Full-time

Fáilte Ireland invites applications for the position of Manager Dublin Region. The role will report to the Head of Dublin Region and is based in the Fáilte Ireland office in Amiens Street, Dublin 1. This is a high-profile, exciting role that involves leading a team and working with internal and external stakeholders to maximise the economic benefit of tourism in Dublin.

Please return your completed application form by email **only** to recruitment@failteireland.ie.

Closing Date: Wednesday, 27th March at 12 noon (GMT)

Fáilte Ireland is an equal opportunities employer.

Job Title: Manager, Dublin Region	Job Ref: FI – 023MD
Locations: Dublin	Business Unit: Dublin Region
Salary: €55,324 – 87,231*	Reporting to: Head of Dublin Region

Job Purpose

Drive the growth of economic and social contribution of tourism to the region by creating a destination development plan that harnesses key opportunities delivering incremental tourism revenue and visitor numbers.

Key Responsibilities

Strategic

Destination Development

- Identify, develop and lead the implementation of key strategic development priorities.
- Ensure that development of all individual cluster/networks is aligned to overall programme plan.
- Identify potential visitor focused experiences to leverage growth opportunities and fill product gaps.
- Deliver key strategic projects working with internal team to maximising efforts across the departments, delivering projects within budget and timeline and ensuring all objectives are met.
- Implement the annual operational plan delivering all commercial targets.
- Display initiative and innovation.

Industry and Stakeholder Engagement

- Identify and engage key industry partners and foster and maintain strong working relationships to achieve organisational and regional objectives.
- Coordinate the efforts of key stakeholders such as Local Authorities, Leader and other State Bodies to collectively deliver agreed regional targets.
- Recommend and implement enterprise solutions to assist individual businesses, industry groups and representative bodies to grow tourism revenue and monitor and evaluate against agreed KPIs.
- Develop and work closely with industry clusters (individuals, representative bodies).
- Proactively manage the schedule of industry and stakeholder engagements, one to one, cluster and regional meetings.

Resource Management

- Set clear goals and KPIs for regional team that are aligned to the operational plan and corporate objectives.
- Effective management of team resource and allocation of appropriate resource to projects and tasks.
- Manage all staff reporting to the position, support and motivate them to maximise their development potential.
- Manage cross functional resource to deliver agreed projects and KPIs.
- Budget management and tracking
- Ensure that any procurement of work from a third party is implemented in line with Fáilte Ireland procurement policy

Carry out all other duties as required.

This role requires travel, with attendance at a number of national events throughout each year.

**The successful candidate will commence on the 1st point of the salary scale in line with current Government policy.*

Person Specification

Experience:

The successful candidate will have a proven track record, with a minimum of five years' experience in a managerial role. This person will be commercially focused and will demonstrate an in-depth knowledge of tourism or service industry. We are looking for an individual who has experience in leading teams, has highly developed interpersonal skills and has demonstrated an ability to build strong external and internal strategic partnerships. An interest and passion for innovation and best practice would be desirable.

Essential Criteria

The successful candidate must possess and through their Application show evidence of:

- Five years in a management role
- Previous experience in managing senior stakeholders
- Experience of the tourism industry and related institutional networks at local and national level
- Demonstrate the effective and efficient delivery of key strategic projects
- People management experience
- Experience in managing budgets
- **Qualifications**
Candidates are required to hold a third level qualification in Business, Marketing/ or a related discipline.

Desirable Criteria

Previous experience working in the following areas also beneficial:

- Destination development experience
- Project management methodology
- Experience in targeting tourism international sales channels-

Key Competencies:

- Relationship Management
- Leadership
- Commercial acumen
- Development (Problem solving/Analytical)

We may ask applicants to complete online aptitude assessment(s) as a means of progressing to the next stage of the process.

A panel may be created for this role for a period of 12 months