

CANDIDATE INFORMATON BOOKLET -

POST OF ECONOMIC DEVELOPMENT OFFICER/BUSINESS ADVISOR

CLOSING DATE: Friday, 8th August 2025 at 12 noon

FOUR APPLICATION FORMS (one original completed signed copy and three full copies of the original) SHOULD BE RETURNED TO:

ADMINISTRATIVE OFFICER,
HUMAN RESOURCES SECTION,
CARLOW COUNTY COUNCIL,
COUNTY BUILDINGS,
ATHY ROAD,
CARLOW.
R93E7R7

CANDIDATES WHO SEND THEIR APPLICATIONS BY POST SHOULD ALLOW SUFFICIENT TIME TO ENSURE DELIVERY NOT LATER THAN THE LATEST TIME FOR ACCEPTANCE.

PLEASE NOTE THE FOLLOWING INSTRUCTIONS:

- A Curriculum Vitae or applications by email or fax will <u>NOT</u> be accepted.
- All applications forms **must be typed** and before signing the form, please ensure that you have replied fully to all sections/questions.
- You should satisfy yourself that you are eligible under the regulations copy of educational results MUST be submitted with your application form, in order to determine your eligibility for this post. The Council cannot undertake to investigate the eligibility of candidates in advance of the interview, and hence persons who are ineligible, but nevertheless, enter, may put themselves to unnecessary expense.
- Carlow County Council is **not** responsible for any expenses which may be incurred by the candidate in attendance for aptitude test or interview.
- Applications received after the closing date and time specified will <u>NOT</u> be accepted.
- Applications received that do not comply with the requirements set out in the booklet, i.e.
 typed application form, one original fully completed signed copy and 3 copies of the
 application form and copy of educational results, will **not** be accepted.
- Carlow County Council may decide, by reason of the number of persons seeking admission to the competition, to carry out a shortlisting procedure. Shortlisting will be based on qualifications, relevant experience and information submitted on the application form. The number of persons to be invited for interview shall be determined by Carlow County Council.

QUALIFICATIONS

Character

Each candidate shall be of good character.

Health

Each candidate must be in a state of health such as would indicate a reasonable prospect of ability to render regular and efficient service.

Citizenship

Candidates must, by the date of any job offer, be:

- a) A citizen of the European Economic Area (EEA). The EEA consists of the Member States of the European Union, Iceland, Liechtenstein and Norway; or
- **b)** A citizen of the United Kingdom (UK); or
- c) A citizen of Switzerland pursuant to the agreement between the EU and Switzerland on the free movement of persons; or
- **d)** A non-EEA citizen who is a spouse or child of an EEA or UK or Swiss citizen and has a stamp 4 visa: or
- e) A person awarded international protection under the International Protection Act 2015, or any family member entitled to remain in the State as a result of family reunification and has a stamp 4 visa or
- f) A non-EEA citizen who is a parent of a dependent child who is a citizen of, and resident in, an EEA member state or the UK or Switzerland and has a stamp 4 visa

Education, Training, Experience

Each candidate, on the latest date for receipt of completed application forms must:

- (a) hold a professional qualification at degree level (level 7 NFQ) or above in Business / Entrepreneurship or equivalent is desirable and/or at least 2 years' experience working in a project development role within the public service is desirable
- (b) have significant experience of working in or working with small and micro businesses and be familiar with the broad range of supports and agencies available to support local businesses.
- (c) Have significant experience in project management
- (d) Have significant experience of working with a variety of different levels of stakeholders.
- (e) Demonstrate significant experience in the development of projects from concept to development to delivery stage
- (f) Experience in commercial evaluation and project application writing is desirable
- (g) be computer literate and have good verbal and written communication skills and be comfortable speaking in public.

NOTE: A copy of relevant examination results should be included with your application in order to determine your eligibility for this post.

DRIVING LICENCE

The holder of the post **MUST** hold a full driving licence for Class B vehicles free from endorsement/disqualification. When required to do so, holders of office shall drive a motor car in the course of their duties and for this purpose provide and maintain a car to the satisfaction of the local authority.

The Role of the Economic Development Officer/Business Advisor

The **Economic Development Unit of Carlow County Council** plays a central role in driving business support, enterprise development, and economic growth across the county.

Operating from Enterprise House on O'Brien Road, Carlow, the unit's activities extend countywide, with staff delivering services across a variety of locations in line with project and community needs.

The Economic Development Unit is responsible for:

• Delivering the Local Enterprise Office (LEO) Programme

The Economic Development Unit leads the implementation of the Local Enterprise Office (LEO) Programme in Carlow in partnership with Enterprise Ireland. This includes the provision of a comprehensive range of supports for micro and small businesses such as financial assistance, business advice clinics, training programmes, mentoring, innovation support, and sector-specific initiatives. The unit also supports entrepreneurship promotion, including student enterprise programmes and female entrepreneurship development, and acts as a first-stop shop for business queries at a local level, ensuring seamless access to national and EU enterprise supports.

• Implementing Strategic Economic Development Initiatives

The Unit designs and delivers strategic initiatives to promote economic resilience and competitiveness across County Carlow. This includes inward investment attraction, business engagement, and support for key economic sectors such as tourism, food, engineering, the creative industries, and digital transformation. The team plays a pivotal role in the planning and delivery of tourism development strategies, place-branding, and the coordination and funding of festivals and events that enhance Carlow's profile, drive visitor numbers, and stimulate local spending. It also supports enterprise networks and works with industry partners to build innovation capacity.

Leading and Managing Special Development Projects

The Unit drives the development and management of key special projects aimed at enhancing infrastructure, place-making, and economic opportunity. This includes securing and leveraging funding through European programmes (e.g., Interreg, Erasmus+, Creative Europe), and national initiatives on a cross functional basis. The Unit also manages enterprise centre development and innovation hub initiatives—such as Connected Hubs and remote working infrastructure—ensuring Carlow is well-positioned to support remote work, startup growth, and rural innovation.

The ideal candidate should:

- Have an excellent understanding of project development and delivery
- Have an excellent understanding of commercial business and significant experience in working with the business community
- Have excellent communications skills and experience in client/customer engagement and management
- Have significant experience in event management and/or delivery of project.
- Be experienced in the use of financial management systems both from an administrative and reporting perspective
- Have experience in the management and utilization of new communications technologies digital marketing
- Have a strong capability to multi-task and work to deadlines

- Be self-motivated with an ability to work on own initiative but within a dynamic small- team environment
- Have a strong understanding of the needs of small and micro businesses and the role of the Local Enterprise Office, including knowledge of its supports, services and processes
- Can motivate, empower, and encourage staff under his/her control to achieve maximum performance
- Possess a strong business acumen with experience that demonstrates an understanding of the
 phases of business development including a demonstrated ability to analyse and interpret
 business proposals from various perspectives, e.g. finance, marketing, process/operations, etc.

Duties

The duties of the office shall be to give to the local authority under the direction and supervision of its appropriate officer such services of an executive, supervisory and advisory nature as are required for the exercise and performance of any of its powers and duties and shall include the duty of deputizing for other officers of the local authority, when required, and such duties as may be required in relation to the area of any other local authority.

The role and responsibilities of the Economic Development Officer/Business Advisor encompass the following key areas:

- Financial management, accounting, budgeting and reporting. This includes financial and other
 reporting to the Council bodies, to Enterprise Ireland, to the Department of Jobs, Enterprise and
 Innovation and to various other government departments and to any other bodies as required
 from time to time.
- Delivery of a variety of projects in the area of Business Support (LEO), Economic Development & Tourism as part of the Council's annual economic development, business support and tourism programme and EU Projects
- Act as a liaison between local organisations, businesses, individuals and representatives of government, business and industry concerning economic development.
- Secure funding for economic development programmes and activities and support the development of funding proposals.
- Represent the council at economic conferences at local, regional, national and international levels.
- Provide advice regarding market analysis and economic opportunities.
- Identify opportunities for joint ventures and assist with any negotiations.
- Research private and public sector economic development funding opportunities and develop
 cross functional proposals and projects to enhance.
- Engaging on collaborative initiatives and EU programmes as required by the Head of Economic Development & Enterprise.
- Promoting and implementing innovation and continuous improvement in the processes and programmes of the Local Enterprise Office.
- The provision of one-to- one business advice and guidance to anyone thinking about starting a business or any existing business in County Carlow.

- Evaluation of Economic and SME business proposals for presentation to various funding committees and structures.
- Other duties required to contribute to the successful management of the Economic Development Section as may be assigned from time to time by the Head of Economic Development & Enterprise and/or other nominated members of the LEO management team, of government, business and industry concerning economic development.
- Secure funding for economic development programmes and activities and support the development of funding proposals.
- Any other duties that may be assigned

The above represents the principal conditions of service and is not intended to be the comprehensive list of all terms and conditions of employment which will be set out in the employment contract issued to the successful candidate.

ASSESSMENT PROCEDURE

COMPETENCIES

Candidates for the post must demonstrate that they have competency and skills in the following areas. Application forms should include practical examples which demonstrates these competencies. Interviews will also be competency based and marks will be awarded under these skills sets.

- Delivering Results: Delivering Quality Work and Services
- Leading and Motivating and Managing Performance
- Personal Effectiveness: Personal Motivation and Initiative
- Local Government Knowledge and Understanding

Delivering Results: Candidates will be required to demonstrate their ability to: **Delivering Quality** Contribute to the development of operational plans and lead the **Work and Services** development of team plans. Plan and prioritise work and resources effectively. • Establish high quality service and customer care standards. • Make timely, informed and effective decisions, and show good judgement and balance in making decision so or recommendations. Leading, Candidates will be required to demonstrate their ability to: **Motivating &** • Work with the team to facilitate high performance, developing clear and Managing realistic objectives and addressing performance issues if they arise. Performance Provide clear information and advice as to what is required of the team. • Strives to develop and implement new ways of working effectively to meet objectives. Lead the team by example, coaching and supporting individuals as required including managing underperformance. Place high importance on staff development, training and maximising skills & capacity of team. Demonstrate enthusiasm for new developments/changing work practices and strives to implement these changes effectively. Personal Candidates will be required to demonstrate their ability to: **Effectiveness:** Take initiative and seek opportunities to exceed goals. Personal • Manage time and workload effectively and operate in an environment Motivation and with significant complexity and pace Initiative Remain calm under pressure and maintain a positive, constructive and enthusiastic attitude to their role. **Local Government** Candidates will be required to demonstrate their ability to: **Knowledge and** Demonstrates knowledge of the structure and functions of local understanding government. Demonstrates knowledge of current local government issues and advocates practical approaches to addressing them. Demonstrates a clear and realistic view of future trends and strategic direction of local government.

this context.

Demonstrates an understanding of the role of a Senior Staff Officer in

Particulars of Post

The Post:

The post is permanent wholetime and pensionable. The post holder shall not engage in any gainful occupation, other than as an employee of a local authority, to such an extent as to impair the performance of his or her duties as an employee of a local authority or in any occupation which might conflict with the interests of the local authority, or which might be inconsistent with the discharge of his/her duties as a local authority employee.

Health:

For the purposes of satisfying the requirement as to health it will be necessary for each successful candidate, before he/she is appointed, to undergo a medical examination by a qualified medical practitioner to be nominated by the local authority.

Location of post:

Carlow County Council reserves the right to assign the post holder to any council premises, now or in the future subject to reasonable notice. Changes in location of employment will not result in payment of disturbance money or other compensation. The person appointed will be required to provide him/herself at his/her own expense with the necessary mode of travel to and from work.

Working Hours:

The working hours at present provide for a five (5) day, thirty-five(35) hours working week, hours may vary from time to time. Carlow County Council operate a Flexi Time Scheme with an earliest start time of 8.30am and a latest start time of 10.00am; and earliest finishing time of 16.30pm and a latest finishing time of 18.00pm with a lunch break consisting of a minimum of 30 minutes to a maximum of 2 hours which must be taken between 12.30pm and 14.30pm. A copy of the Flexi Leave Scheme is available, on request.

There may be a requirement to work additional hours from time to time for which Time in Lieu on a time for time basis will apply. Overtime does not apply to this post. All hours of work will be subject to and recorded in accordance with the provisions of the Organisation of Working Time Act, 1997 and the Organisation of Working Time Act (Regulations) 2001.

The working hours may be reviewed at any time by the Council. The post may require flexibility in working outside of normal hours, including at weekends, as necessary. No additional remunertation will be paid in respect of such activities.

Probation:

Where persons who are not already permanent employees of a local authority are appointed, the following provisions shall apply:

- (a) there shall be a period after such appointment takes effect during which such persons shall hold such position on probation,
- (b) such period shall be twelve months, but the Chief Executive may at his or her discretion extend such period,
- (c) such persons shall cease to hold such position at the end of the period of probation unless during such period the Chief Executive has certified that the service of such persons is satisfactory,
- (d) the period at (a) above may be terminated on giving one week's notice as per the Minimum Notice and Terms of Employment Acts,
- (e) there will be assessments during the probationary period.

Residence:

The holder of the office shall reside in the district in which his/her duties are to be performed or within a reasonable distance, thereof.

Remuneration:

The salary shall be fully inclusive and shall be as determined from time to time. The holder of the office shall pay to the local authority any fees or other monies (other than his/her inclusive salary) payable to and received by him/her by virtue of his/her office or in respect of services which he/she is required by or under any enactment to perform.

The salary scale for the position of Economic Development Officer/Business Advisor (analogous to the Senior Staff Officer) is as follows: €56,754 - €58,108, €59,758, €62,862, €64,716 LSI €67,020, LSI 2 €69,337 gross per annum, in line with Circular Letter EL 03/2025.

Entry point to this scale will be determined in accordance with Circulars issued by the Department of Housing, Planning and Local Government. In accordance with Departmental Circular Letter EL.03/2021, a person who is not a serving local authority employee on or after 1st January 2011 will enter the scale for the position at the minimum point.

Rate of remuneration may be adjusted from time to time in line with Government Policy.

References:

Applicants are required to advise the names of two responsible persons to whom they are well known but not related (at least one of the referees should be an existing or former employer).

In advance of any offer of employment, Carlow County Council reserves the right to seek both written and verbal references from current and previous employers, educational institutions or any other organisations with which the candidate has been associated. The Council reserves the right to determine the merit, appropriateness and relevance of such references and referees.

Vetting:

Garda vetting is required for certain roles within Carlow County Council. Failure to complete a Garda vetting form on request may prevent your employment with Carlow County Council. In the event of an unsatisfactory Garda declaration being received Carlow County Council reserves the right not to commence employment. In the event of an existing employee changing role as a result of promotion or otherwise to a role that requires Garda Vetting and an unsatisfactory disclosure being returned, Carlow County Council reserves the right to withhold promotion, and also to investigate if further sanction/disciplinary action is warranted on foot of disclosure on a case by case basis.

Annual Leave:

The current annual leave entitlement for this post is 30 days. Granting of annual leave, payment for annual leave and arrangements for public holidays will be governed by the provisions of the Organisation of Working Time Act, 1997 (as amended).

Sick Leave:

The terms of the Public Service Sick Pay Scheme will prevail.

Training:

It is a condition of employment that successful candidates will be required to participate in training programmes relevant to the skills necessary for the performance of the duties attaching to the post and to attend all mandatory training.

Health & Safety:

The holder of the post shall co-operate with the terms of Carlow County Council's Safety Statement and Major Emergency Plan. It is a condition of employment that the successful candidate will be required to participate in training programmes relevant to the skills necessary for the performance of the duties attaching to the post. He/she shall familiarise him/herself with the safety rules and procedures and make proper use of all safety, clothing and equipment. Failure to comply with the terms of the Safety Statement may result in a disciplinary action.

Use of Modern Technology:

The successful candidate will be required to use all equipment provided, including computers, hand held terminals, mobile telephone, electronic equipment, video or other monitoring equipment and any other new technology which may be introduced in the future.

Travel:

Holders of the post <u>must</u> hold a full driving licence for class B vehicles and shall drive a motor car in the course of their duties and for this purpose, provide and maintain a car to the satisfaction of the local authority. If you are required to travel as part of your official duties, Carlow County Council as your employer must be indemnified on your insurance policy. Travelling expenses and subsistence expenses necessarily incurred in the course of official duties will be refunded in accordance with appropriate rates in line with the relevant Department Circulars and Carlow County Council's Travel and Subsistence Policy. If during your employment, your licence is revoked, even temporarily, or if you receive endorsements on your licence, which may affect your duties, you are obliged to notify the Council immediately.

Superannuation & Retirement:

If you are pensionable under the Local Government (Superannuation) (Consolidation) Scheme 1998 and are liable to pay Class A PRSI contributions, you would be required in respect of superannuation to make contributions at the rate of 3.5% of net pensionable remuneration (i.e. pensionable remuneration less twice the annual rate of social insurance old age contributory pension payable at the maximum rate to a person with no adult dependant or qualified children) plus 1.5% of full pensionable remuneration. You are required in respect of spouses' and children's pension benefit to contribute at the rate of 1.5% of full pensionable remuneration in accordance with the terms of schemes made under the Local Government (Superannuation) (Consolidation) Scheme 1998. Maximum retirement age is 70.

If the Public Service Superannuation (Miscellaneous Provisions) Act 2004 applies to your employment, 65 is the minimum age at which your pension may be paid. As a new entrant to the public service, under the terms of this legislation you will not be required to retire on grounds of age. Persons who become pensionable officers of a local authority who are liable to pay the Class D rate of PRSI contribution will be required in respect of their superannuation to contribute to the local authority at the rate of 5% of their pensionable remuneration. You may also be required to pay Spouses and Children/ Widows and Orphans contributions at the rate of 1.5% of gross pay. Maximum retirement age is 70.

Persons who become pensionable staff of a local authority for the first time on or after 01 January 2013 are assigned to the Single Public Service Pension Scheme with effect from the date of appointment. The scheme is contributory and provides pension, retirement gratuity, death gratuity and survivors benefits. If you are pensionable under the Public Service Pensions (Single Scheme and other provisions) Act 2012, you are liable to pay the Class A rate of PRSI contribution. You are required to pay contributions as follows: 3% of gross remuneration and 3.5% of net pensionable remuneration (i.e. pensionable remuneration less twice the annual rate of social insurance old age contributory pension payable at the maximum rate to a person with no adult dependant or qualified children). The minimum age at which you may retire is allied with the State Contributory Pension age (currently 66,

rising to 67 in 2021 and 68 in 2028). The maximum retirement age is 70. To qualify for a pension the successful candidate must have served a minimum of two years employment in a local authority. You are reminded that under this agreement the Council may refer you to a medical advisor at any time to determine fitness for carrying out the duties to which you have been assigned. Further information is available from the Human Resources Department.

Pension Accrual

A 40-year limit on total service that can be counted towards pension where a person has been a member of more than one existing public service pension scheme would apply. This 40-year limit, which is provided for in the Public Service Pensions (Single Scheme and Other Provisions) Act 2012 came into effect on 28 July 2012. This may have implications for any appointee who has acquired pension rights in a previous public service employment.

Pension Abatement

If the appointee has previously been employed in the Civil or Public Service and is in receipt of a pension from the Civil or Public Service or where a Civil/Public Service pension comes into payment during his/her reemployment that pension will be subject to abatement in accordance with Section 52 of the Public Service Pensions (Single Scheme and Other Provisions) Act 2012.

Incentivised Scheme for Early Retirement (ISER)

It is a condition of the Incentivised Scheme for Early Retirement (ISER) as set out in Department of Finance Circular 12/09 that retirees, under that Scheme, are debarred from applying for another position in the same employment or the same sector. Therefore, such retirees may not apply for this position.

Department of Health and Children Circular (7/2010)

The Department of Health Circular 7/2010 dated 1 November 2010 introduced a Targeted Voluntary Early Retirement (VER) Scheme and Voluntary Redundancy Schemes (VRS). It is a condition of the VER scheme that persons availing of the scheme will not be eligible for re-employment in the public health sector or in the wider Public Service or in a body wholly or

mainly funded from public moneys. The same prohibition on re-employment applies under the VRS, except that the prohibition is for a period of 7 years. People who availed of the VER are not eligible to compete in this competition. People who availed of VRS scheme and who may be successful in this competition will have to prove their eligibility (expiry of period of non-eligibility).

Collective Agreement: Redundancy Payments to Public Servants

The Department of Public Expenditure and Reform letter dated 28th June 2012 to Personnel Officers introduced, with effect from 1st June 2012, a Collective Agreement which had been reached between the Department of Public Expenditure and Reform and the Public Services Committee of the ICTU in relation to ex-gratia Redundancy Payments to Public Servants. It is a condition of the Collective Agreement that persons availing of the agreement will not be eligible for re-employment in the public service by any public service body (as defined by the Financial Emergency Measures in the Public Interest Acts 2009 – 2011) for a period of 2 years from termination of the employment. People who availed of this scheme and who may be successful in this competition will have to prove their eligibility (expiry of period of non-eligibility).

Data Protection:

Basis for Processing your Personal Information

The basis for processing your personal data is to progress your application for the position you have applied for with Carlow County Council under the Terms of the Employment (Information) Act 1994 and Human Resources policies and procedures. Personal data sought for the purpose of recruitment will include your name, your contact details including email address and mobile phone number, particulars of education, details regarding your record of employment and confirmation if you require an employment permit / visa / or work authorisation.

Sharing of Information

Outside of the relevant recruitment team, the information provided in your application form will only be shared for progressing the competition for which you have applied, with a designated shortlisting and / or interview board. If, following the competition, you are placed on a panel and offered a position, the information provided in your application form will form part of your Personnel File.

Storage period

Your application will be retained for one year from the date a panel for this position is formed. In exceptional circumstances panels can be extended for an additional year and your personal data will be kept until the extension has expired. Applications that are unsuccessful at interview stage will be retained for one year. Applications that are not progressed to interview stage will be destroyed post competition.

If you do not furnish the personal data requested Carlow County Council will not be able to progress your application form for the competition.

When your application is received, Carlow County Council creates a record in your name, which contains much of the personal information you have supplied. This personal record is used solely in processing your candidature. Such information held is subject to the rights and obligations set out in the Data Protection Acts, 1988 & 2003 and will be destroyed following the expiry of any panel put in place in respect of this competition.

RECRUITMENT PROCESS

Candidates will initially be assessed to ensure that they meet the minimum specified eligibility criteria for the position. All applications must be typed and the form filled out in full. **Handwritten submissions will not be accepted.** When completing the application form, accuracy is essential as the information supplied in the form will play a central part in the selection process. Submission of an application for employment is regarded as consent to share your information for the purposes of short-listing and recruitment.

Shortlisting

Normally the number of applications received for a position exceeds that required to fill existing and future vacancies to the position. While a candidate may meet the eligibility requirements of the competition, if the numbers applying for the position are such that it would not be practical to interview everyone, Carlow County Council may decide that a number only will be called to interview. In this respect, Carlow County Council may provide for a shortlisting process to select a group for interview who, based on an examination of the application forms, appear to be the most suitable for the position. An expert board will examine the application forms against pre-determined criteria based on the requirements of the position. This is not to suggest that other candidates are necessarily unsuitable or incapable of undertaking the job, rather that there are some candidates, who based on their application, appear to be better qualified and/or have more relevant experience. It is therefore in your own interest to provide a detailed and accurate account of your qualifications/experience on the application form.

Canvessing

Applicants are reminded that any attempt by themselves or by any persons acting on their behalf directly or indirectly by means of written communication or otherwise to canvass or otherwise influence in the candidate's favour any officer of the County Council or persons nominated by the Chief Executive to interview or examine applicants, will automatically disqualify the applicant for the position they are seeking.

Competitive Interview

Selection of candidates for appointment shall be by means of a competitive interview. The Council is committed to a process of selection on merit, based on fair and open competition. The criteria for judging suitability and ranking will be related directly to the qualification, attributes and skills required to undertake the duties and responsibilities to the standard required in the post.

Panels

Following completion of interviews, a panel may be formed, the duration of which is at the discretion of the Council. While a panel remains in force, offers of temporary or permanent employment may be made subject to confirmation of qualifications and satisfying clauses in relation to health, character or other requirements of the particular post. Persons to whom an offer of employment is made must take up duty within 1 month from the date of offer, or such extended period as the Council may agree, otherwise, the Council may decide not to appoint them.

After the Interview

Carlow County Council will automatically advise you of the result of the interview. This may be done by letter and will include a copy of your individual marking sheet which will include the marks awarded to you for the various competencies at interview and any comments made by the Interview Board.

Taking up Appointment

The local authority shall require a person to whom an appointment is offered to take up such appointment within a period of four weeks and if he/she fails to take up the appointment within such period or such longer period as the local authority in its absolute discretion may determine, the local authority shall not appoint him/her.

Carlow County Council is an Equal Opportunities Employer