

# Irish Business Network

## Germany

### Membership Brochure

Connecting people within a trusted network by sharing knowledge, experience and best practice.



**Irish  
Business  
Network**

# INTERESTED IN BUILDING CONNECTIONS WITH IRISH PEOPLE WORKING AND LIVING IN GERMANY?

The Irish Business Network lets you expand your professional network and build new business connections, while giving you great opportunities to exchange information and ideas.

The Irish Business Network in Germany was founded in 2006. When originally established, the IBN was managed centrally by Enterprise Ireland. During 2011 the network evolved so that management was transferred to a committee made up of IBN members. This management change empowers the members to choose how the IBN is run and scaled throughout Germany.

## IBN OBJECTIVE

Our main objectives are to grow business links between Germany and Ireland and provide members with opportunities to meet new people, share business experience and connect with peers within a trusted network.

## IBN MEMBERS

The IBN network has over 600 members, coming from a vast cross section of industries including Automotive, Automation, Aviation, Chemicals, Imaging, Financial Services, Life Sciences, Public Sector, Recycling, Retail, Software, and Telecommunications. Other members

provide legal, administrative, consulting and other professional services. Some of our members are parents who have taken a career break to rear their children but are planning a return to the workplace.

Membership is open to Irish professionals living and working in Germany and others having strong business/personal links to Ireland. Membership is private and is not tied to a member's place of employment.

## IBN Member Committee

The IBN Germany is now a non-profit registered association ("eingetragener Verein") and is managed by a voluntary executive board, Executive Steering Committee and four local committees. IBN Germany receives leadership and strategic vision from the Executive Steering Committee made up of senior Irish professionals and the Irish Ambassador to Germany.

The IBN has full support of Enterprise Ireland, the Irish Embassy in Berlin and the support of the Irish Ambassador to Germany, His Excellency Mr. Dan Mulhall.



The IBN enables access to the pool of talented and experienced Irish professionals across Germany. This network will enable new and existing immigrants to maximise our potential while contributing more to Germany and Ireland. We look forward to making this a success together with our members."

**David Dempsey**

President, Irish Business Network e.V.

# WHY JOIN THE IRISH BUSINESS NETWORK?

Whether you are new to Germany or have already been living here for a long time, membership of the IBN offers unique opportunities to expand your professional network.

## IBN MEMBERS TELL US

○ **THEY HAVE BEEN LIVING  
IN GERMANY ON AVERAGE  
19 years**

○ **THEY MOVED TO  
GERMANY FOR**

Employment opportunities

An intercompany transfer

Or they "fell in love..."

○ **THEY USE THE IBN  
NETWORK TO**

Share information  
and knowledge

Develop business contacts

Socialise with other  
Irish people

○ **THE 4 REGIONAL IBN  
COMMITTEES**

IBN Germany South  
Munich

IBN Germany West  
Cologne / Düsseldorf

IBN Germany South West  
Frankfurt / Stuttgart

IBN Germany North East  
Berlin

Join the trusted and professional network that for years hundreds of members have relied upon for advice, support and business opportunities. The IBN has an active community both offline and online fostering meaningful conversations and relationships, and delivering real benefits to our members.

## IBN MEMBERSHIP WORKS FOR YOU

When you join the IBN, you will become a member of an established and expanding professional business network dedicated to developing and providing you with opportunities for sharing ideas, building contacts and even generating new business.

Historically the IBN was mainly focused on the Western region of Germany. However, since 2011 four regional chapters were established in Germany to ensure more focused and localised networking in the areas of West, South, South West and North East of Germany. This level of localised support and networking opportunities gives our members access to the most relevant people in their area and helps to build deeper connections.



I joined the Network when I first moved to Germany in 2010. It was personally extremely beneficial for me, in that I was spearheading a New Media project in Germany and was able to unearth a hive of activity amongst Irish professionals in the German Media sector through the IBN. They not only educated me on the market trends here and introduced me to influential people in the sector, but I am also confident that there will be a revenue benefit for the parties concerned, thanks to the relationships developed through the Irish Business Network."

**Saoirse Fitzgerald**





# IBN ENABLES YOU TO

## ACCESS EXPERTS

Access Irish opinion leaders and decision makers in industry on every aspect relating to living and doing business in Germany.

## NETWORK

The IBN provides you with a structured and supportive system for networking and making business connections. It does so by providing an environment in which you can develop personal relationships with other like-minded professionals living in Germany. By establishing this formal relationship with other people, you will have the opportunity to substantially increase your network and business opportunities.

## GREAT ADVICE, ON DEMAND

The IBN has a specific group for the region on both LinkedIn and XING. So regardless of the physical distance between members, you can post your questions online and have answers within minutes. Members are participating in conversations providing real and honest opinions across a range of topics.

## NEWS FROM IRELAND

Get the latest Irish interest news from updates on Irish economy, Irish entrepreneurs and news on Irish companies developing in Germany.

## EMPLOYMENT OPPORTUNITIES

Being connected to a large network of professionals in the country also gives job seekers access to the latest job opportunities and equally helps other members to find suitable candidates for roles. Finding and sharing job content is highly beneficial and the network is used extensively for this purpose.

## LOCAL SUPPORT

As mentioned previously, the IBN now has four local chapters in Germany, providing members with local contacts who can provide specific advice on topics ranging from setting up a business in that region to insights into the local school system. This local advice is invaluable in a country such as Germany with regional systems, processes, regulations and legislation, especially for newcomers. The network gives you access to people with the best local advice.

## SOCIALISE

And of course throughout the year each local chapter holds events and activities giving you the opportunity to expand your social network and have some fun! Families and partners welcome.

Join our groups on LinkedIn and Xing



# WHATS IN IT FOR YOU?

Throughout the year, the IBN National Committee and Local Chapters organise a range of events and activities to you give the opportunity to network, socialise and hear the latest Irish business news.



...was at Ireland Back in Tune event,  
made a lot of contacts.

**Keep up the good work!"**

## NETWORKING AND SOCIAL EVENTS

The IBN hosts regular face-to-face networking events in your local area. These are the ideal opportunity to build new business connections and continue to expand your network. Typically a guest speaker is invited to deliver a thirty minute talk on a given topic and then the attendees are asked to comment and discuss. This kind of interaction let's you learn from industry experts and other IBN members, and even the chance to promote yourself or your business. Additionally, by being part of our online community you see who will be attending each event and can identify beforehand the attendees you most want to connect with. Each event is followed up with an online discussion, sharing of slides and photos from the evening.

Alongside our business networking events, social events take place regularly in each area. This could be a Stammtisch with a speaker, a Golf Trip, Gala Dinner or a Glühwein at the Weihnachtsmarkt. These social events provide you with a great evening and of course more networking opportunities.

## SPEAKER OPPORTUNITIES

Members are encouraged to propose topics of interest from their local area and when willing, to even put themselves forward as an event speaker. Showing your knowledge on a particular topic helps other members and has been proven to generate real referrals and business opportunities for members.

## ONLINE COMMUNITIES

Our online community has been steadily growing through our presence on LinkedIn and Xing, with LinkedIn having the higher number of members. By joining our online groups you can take part in discussions, ask questions, view or post current job opportunities, view photos and videos, and of course access the full member directory and send direct emails to other members. As the functionality on these platforms develop, you have more ways to interact and reach out to other members in real-time.

## JOIN THE IRISH BUSINESS NETWORK

Hundreds of individuals are members of the network, bringing both professional and social benefits, backed by the support and resources of Enterprise Ireland, and the Irish Embassy.

1. Register at [www.irishbusinessnetwork.de](http://www.irishbusinessnetwork.de)
2. Join group on LinkedIn.  
Search under groups tab for "Irish Business Network in Germany, Switzerland and Austria."

## Irish Business Network Germany Management Committee

### EXECUTIVE STEERING COMMITTEE:

**Mary Campbell** (Deutsche Bank)  
**Liam Condon** (Bayer Healthcare Germany)  
**Richard Devereux** (Intel)  
**Dan Mulhall** (Irish Ambassador to Germany)

### EXECUTIVE BOARD:

**President** David Dempsey  
**Vice President** Deirdre McPartlin  
**Treasurer** Daragh Queenan  
**Secretary** Alison Clarke

### LOCAL CHAPTER:

<b>IBN Germany South (Munich)</b>	Ann Dempsey
<b>IBN Germany West (Cologne / Düsseldorf)</b>	Paul Cahill
<b>IBN Germany South West (Frankfurt / Stuttgart)</b>	Sarah O'Keeffe
<b>IBN Germany North East (Berlin)</b>	Brian O'Connor



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Join our groups on LinkedIn and Xing

