

David Smith

Independent Non-Executive Director and advisory board roles

Board offer

Independent Non-Executive Director and advisory board roles. I hold the IoD Ireland Diploma in Company Direction, with Distinction, and bring twenty-five years of operating experience inside growth-stage companies spanning the United States, Ireland, the UK and the EU. Boards and CEOs bring me in on the commercial and governance questions where the answer is not obvious and the cost of getting it wrong is significant. Available for a small number of new board roles each year.

US, Ireland, EU and UK market entry · fundraising and M&A · AI and digital governance

Formal directorships

MarketLink International: Director. Tirna Partners, Silicon Valley and Canada: Director and Principal. Irish Network Bay Area (INBA), Silicon Valley: Director. 137th Balally Scout Group: Executive Committee Member.

What I bring to a board

Operating experience in international market entry, fundraising and M&A. Telecoms and software depth from Enterprise Ireland High Potential Start-Up work and the current role at Huawei's Service Provider Operations Lab. Direct experience of the regulatory environment in Irish financial services: I authored policy papers as an IDA representative on the Taoiseach's Insurance Working Group. Current governance CPD across the EU AI Act Article 4, the Network and Information Security Directive (NIS2) Article 20, the Irish Corporate Governance Code 2024 and the Corporate Sustainability Reporting Directive (CSRD).

Committee and policy experience

Chaired Enterprise Ireland's North American Wireless Advisory Board, a fifteen-member senior US industry council whose model was adopted across all Enterprise Ireland territories. Also chaired the Marketing Sub-Committee at the Dublin International Insurance Managers Association (DIMA), and served concurrently on the Taoiseach's Insurance Working Group, the Department of Finance Tax Certification Advisory Committee and the DIMA Executive Committee; authored national financial services regulatory and tax policy.

Types of role sought

Independent Non-Executive Director on the boards of growth-stage technology companies (including international bridge mandates) and financial services boards where cross-

border or commercial experience is helpful. Advisory board roles for venture-backed companies. Open to family-business board roles considering a transition.

Career in brief

IDA Ireland: inward investment from Fortune 100 and FTSE 100 companies, securing 120 new operations to Ireland and doubling the country's inward investment volume in five years. Enterprise Ireland: four years in Dublin advising High Potential Start-Ups in telecoms and cloud, then six years as Senior Vice President, Silicon Valley. Supported 130 Irish companies with over €90m in resulting sales and over €30m in funding, a 100% Investment Committee approval record across 130-plus equity cases. SVP International and Corporate Development Lead, US Market Access Center. Managing Director, Head of US, then Managing Director, Head of Origination, FirstCapital, London-headquartered investment bank; established the Silicon Valley and Dublin offices. CEO EMEA of a US medical technology company, establishing European legal entities from Dublin and appointing country leads in Germany and Italy. Senior Consulting Partner, Client Engagement, Partnerships and Ecosystems Development, Huawei Service Provider Operations Lab, Ireland: \$47m+ in sales across European, African and Asian markets; recipient of the Huawei President's Consulting Award 2026.

One of the few

Few senior operators have worked all sides of the international trade flow: 190 technology companies taken into the US from Ireland and twenty other countries, 120 international companies set up in Ireland, and legal entities established across the EU. Over €200m in resulting client sales, over €125m raised, over \$400m in M&A advisory, across more than four hundred companies in twenty-plus countries. Career exits include acquisitions by Cisco, Expedia, Criteo and Royal Mail.

Credentials and education

Diploma in Company Direction, with Distinction, Institute of Directors. Member, Institute of Directors Ireland. Stanford Graduate School of Business: Leadership4Growth (audited). Postgraduate Diploma in Executive Coaching: TU Dublin and Peter Bluckert Coaching. Master of Business Studies in Marketing, UCD Michael Smurfit Graduate Business School. Bachelor of Commerce, University College Dublin. PCF-2B available for Central Bank Fitness and Probity regulated board applications.

How to engage

Direct enquiry from the chair, the company secretary or a retained search firm is welcome. References available on request from current and former board colleagues.

enquiries@marketlinkinternational.com • [marketlinkinternational.com](https://www.marketlinkinternational.com) • [linkedin.com/in/davidivorsmith](https://www.linkedin.com/in/davidivorsmith)