



GOTCHA COVERED LIMITED



#JOB-2407504



GOTCHA COVERED, Unit 6, Portside Bus Ctr,
East Wall Road, Dublin 3, D03 HW74



No of positions : 1



Paid Position



40 hours per week



34902.40 Euro Annually



19/08/2025



16/09/2025

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : careers@gotchacovered.ie



Open your camera
app & point here
to view this ad
online



Business Development Manager

Application Details

In order to work in Ireland a non-EEA National, unless they are exempted, must hold a valid employment permit. Please review the [Eligibility and requirements for an employment permit](#) if you are unsure of your eligibility to apply for this vacancy.

Job Description

- Develop and execute B2C and B2B growth strategies aligned with the company's premium event offerings, targeting corporate clients, luxury weddings, and private clientele across Ireland and select European markets.
- Identify high-value market segments, such as destination weddings, experiential brand events, and executive retreats, and build tailored outreach strategies to drive long-term client acquisition.
- Lead end-to-end sales funnel management, including lead qualification, proposal development, pricing strategy, contract negotiation, and onboarding of high-spend clients.
- Forge strategic partnerships with luxury vendors, hotels, event venues, travel consultants, and wedding influencers to enhance brand reach and cross-promotional opportunities.
- Oversee CRM and pipeline forecasting, using data analytics to assess conversion rates, average deal size, and customer lifetime value to optimize acquisition efforts.
- Collaborate with the Creative & Production Teams to ensure client briefs are seamlessly translated into event concepts that exceed expectations and generate repeat business.
- Design and implement client loyalty programs and exclusive event packages to drive customer retention, referrals, and recurring revenue.
- Develop and manage digital lead generation strategies, including SEO-driven content, paid ad campaigns, social media promotions, and email marketing tailored to luxury markets

- **Sector:** other service activities

Career Level

- Managerial