



Company Details Confidential



#JOB-2410356



12 South Mall, Cork, Co. Cork, T12 RD43



No of positions : 1



Paid Position



40 hours per week



To be Confirmed



03/09/2025



01/10/2025

How to apply

Application Method :

Not available



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



Business Development Executive

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

This is an exciting opportunity for an experienced Business Development Executive to join WYLDE, Ireland's premier esports and gaming organisation.

At WYLDE, you'll be part of a dynamic team supported by an experienced international management group. We provide end-to-end esports and gaming solutions including a performance academy for elite players, a digital skills and education programme for learners, and a research and consultancy unit for domestic and global brands. We also manage the National Esports Centre - Ireland's hub for tournaments, content creation, education, events and community activations.

You'll operate in a fast-paced, innovative space with global reach and access to international clients. Within your first year, you'll find clear opportunities to progress into client relationship management.

Role Overview

We are seeking a commercially focused and relationship-driven Business Development Executive to lead on new business generation across partnerships, events and education programmes.

This outward-facing role involves initiating commercial opportunities, nurturing strategic relationships and securing partnerships that align with our organisational goals. You will lead at the front end of the commercial lifecycle, identifying prospects, shaping proposals and converting leads.

Key Responsibilities

Commercial Strategy & Lead Generation

Develop and deliver strategies to drive growth across WYLDE's portfolio: esports, event management, media activations, branded partnerships, R&D, venue hire and education

Identify and pursue new commercial opportunities

Manage the full sales cycle through to signed agreements and handover to delivery team

Client & Partner Development

Cultivate strong, long-term relationships with clients, brands and organisations

Develop tailored proposals and presentations based on client goals

Serve as lead contact during pitch and negotiation phases

Revenue & Pipeline Management

Own a clear, trackable pipeline of opportunities

Maintain accurate forecasting and sales reporting

Meet quarterly targets and support broader organisational revenue goals

Utilise CRM systems to manage partner intelligence and activity tracking

Internal Collaboration

Work closely with operations, education, media and leadership teams to scope offerings and deliver solutions

Share client insights and market feedback to inform development.

Essential

3+ years in business development, B2B sales or client-facing roles

Proven track record of closing deals in a target-driven environment

Excellent communication and interpersonal skills with the confidence to engage senior stakeholders

Strong commercial acumen and solution-oriented mindset

Experience initiating and managing sales pipelines

Ability to prioritise multiple projects and work cross-functionally

A self-starter comfortable working independently and externally

Adaptable to fast-paced, evolving environments

- **Sector:** arts, entertainment and recreation

Career Level

- Experienced [Non-Managerial]