



I.C.E. GROUP BUSINESS SERVICES

LIMITED



#JOB-2410642



Centrepont Bus Ctr, Centrepoi, Liosban Ind

Est, Galway, Co. Galway, H91 RYD2



No of positions : 1



Paid Position



40 hours per week



To be Confirmed



04/09/2025



02/10/2025

## How to apply

### Application Method :

Please apply to the vacancy by the following means:

URL :

<https://www.icejobs.ie/job/632349-business-development-sales-executive-ireland-galway/>



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



## Business Development and Sales 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

Permanent | Full-Time | Galway (with travel as required)

Do you thrive on connecting with clients, understanding their needs, and building lasting partnerships? At ICE Group, we are expanding our Business Development team as part of an ambitious 5-year growth strategy — and we want you to be part of it.

#### What You Will Be Doing:

Drive new business across Recruitment, Payroll, Outsourcing, and Training services.

Take ownership of the full sales cycle — prospecting, client meetings, negotiations, and successful handovers.

Build trusted client partnerships through outbound calls, inbound enquiries, and networking events.

Work with our Marketing team to deliver impactful campaigns and grow ICE Group's brand.

Gain exposure to multiple sectors, clients, and senior leadership as you shape our growth story.

#### What's In It For You:

Competitive salary + uncapped bonus/OTE (earn more as you deliver).

Career progression with clear pathways into senior BD and leadership roles.

Mileage and expenses covered for client visits.

Ongoing training and development to sharpen your skills.

Be part of a supportive, ambitious team in a business that's innovating (we even pioneered Ireland's first 4-day week initiative!).

#### What We Are Looking For:

Proven B2B sales experience (recruitment/professional services a big plus).

Excellent communication and relationship-building skills.

Target-driven, resilient, and motivated by results.

Degree in Business/Marketing or equivalent experience.

Full clean driving licence and access to a car.

#### Why ICE Group?

For over 50 years we've been helping businesses and people thrive through recruitment, training, and outsourced services. Now we're investing in the next generation of business developers to fuel our growth. This is your chance to work across multiple service lines, learn from senior leaders, and make a measurable impact.

- **Sector:** administrative and support service activities

#### Career Level

- Experienced [Non-Managerial]