



- Gilligan Black Recruitment Ltd
- #JOB-2430478
- Co. Dublin,
- No of positions : 1
- Paid Position
- 40 hours per week
- 60000.00-70000.00 Euro Annually
- 23/01/2026
- 20/02/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : anne.reid@gilliganblack.ie



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



Senior Account Manager – Field Based

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

Senior Account Manager – Field Based

Dublin based & Irish travel will be required

€60-70k depending on experience, with company car and excellent package

An incredible opportunity to join a media powerhouse as they go through an exciting period of growth! To support this expansion, we are seeking a highly motivated and commercially astute Senior Account Manager to drive new business relationships, strengthen strategic partnerships, and contribute to the organisation's continued success across the Irish market.

This role requires a confident negotiator with a proven track record in contract management, client acquisition, and commercial growth across both public and private sectors. The successful candidate will combine strategic vision with hands-on execution, bringing energy, insight, and a data-driven approach to developing long-term value for the business.

Key Responsibilities

Oversee a diverse portfolio of contracts, ensuring compliance, delivery of commitments, and alignment with broader business objectives.

Negotiate and manage agreements across public and private sector stakeholders.

Identify, pursue, and secure new business partnerships across multiple markets.

Build and maintain strong relationships with key decision-makers

Lead on proposal development, pricing strategies, and commercial negotiations to secure profitable outcomes.

Balance client requirements with organisational objectives to ensure sustainable growth.

Leverage insights to position the business competitively and identify new growth opportunities.

Work collaboratively across multiple business functions in Ireland

Develop and implement effective business development plans

Experience

Degree in Business, Marketing, or related discipline – ideally to Masters' level.

Proven success in contract negotiation, client acquisition, and revenue growth.

Strong commercial acumen and strategic awareness.

Excellent negotiation and stakeholder management skills.

Exceptional presentation and communication abilities.

Self-motivated, resilient, and results-driven with a collaborative mindset.

- This vacancy is suitable for Remote/Blended working
- **Sector:** professional, scientific and technical activities

Career Level

- Experienced [Non-Managerial]