



Gilligan Black Recruitment Ltd



#JOB-2435193



Co. Dublin,



No of positions : 1



Paid Position



40 hours per week



70000.00 Euro Annually



23/02/2026



23/03/2026

## How to apply

### Application Method :

Please apply to the vacancy by the following means:

Email : [theresa@gilliganblack.ie](mailto:theresa@gilliganblack.ie)



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



## Enterprise Inside Sales Specialist - UK Market

### 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

Enterprise Inside Sales Specialist - UK Market

€70k base, 100k OTE uncapped + benefits

Dublin North - Hybrid 3 days per week in the office

This leading Pre IPO Tech Multinational are adding to their team of strategic Inside Sales Specialist's to join their thriving Inside Sales HQ in Dublin.

If you have a track record in complex Technology sales, and are eager to take on those bigger deals and want to be part of something special then this is the opportunity for you!!

You will be responsible for:

Generate new business opportunities via outbound calls, emails and following-up on marketing leads.

Engage with C-Level Tech audience, within Enterprise organisations

Lead potential clients to an understanding of the solutions that are applicable to their situation, demonstrating how features and benefits match their needs in a solution-selling dialogue

Work in collaboration with regional sales staff

Demonstrate success and track record of consistent performance (quota achievement) and accountability using multiple sales approaches

You will have:

Native level English language skills

Proven track record in Business Development/ Inside Sales role (B2B) within the UK Market.

This is a fantastic opportunity to join a highly successful tech organisation who haven't made any layoffs in the last few years, and play a critical part in this stage of their journey!

Apply with your CV for immediate consideration.

- This vacancy is suitable for Remote/Blended working
- **Sector:** information and communication

**Career Level**

- Experienced [Non-Managerial]