



GROUPON-CITYDEAL (IRELAND) LIMITED



#JOB-2435282



36 Dame Street, Dublin 2, D02 EF64



No of positions : 2



Paid Position



40 hours per week



68000.00 Euro Annually



23/02/2026



23/03/2026

## How to apply

### Application Method :

Please apply to the vacancy by the following means:

Email : [adesboscs@groupon.com](mailto:adesboscs@groupon.com)



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



## Business Development Representative

### 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

We are the ultimate marketplace for local businesses! Founded in Chicago, Groupon connects customers with local merchants. Our mission is simple: fuel the growth of local commerce while allowing our subscribers to enjoy amazing experiences at attractive prices.

We are looking for a New Business Development Manager to join our fabulous BD team. Your goal? Prospect and convince local merchants to skyrocket their sales and visibility through Groupon.

Where? You will be based in our central Dublin hub (36 Dame Street, D02 EF64)

You will thrive in a massive variety of sectors. On any given day, you might be pitching to:

- Food and Drink: River cruises, Michelin-starred spots, trendy brunches, or urban street food
- Beauty and Wellness: Luxury spas, traditional hammams, hair salons, or cryotherapy centers
- Leisure and Events: Theme parks, zoos, hot air ballooning, escape rooms, or VR experiences
- Services: Driving schools, car detailing, MOT centers, and more
- Travel: Hotels, Luxury Cruise experience, Mystery Holiday, Family Travel etc.

A glimpse into your daily life with us:

- Source and Convince: Own the top of the funnel. You will be responsible for identifying, cold-calling, and qualifying high-potential merchants across the UK. You thrive on high volume and high impact.
- Negotiate and Close: Use your "gift of the gab" to break through gatekeepers and turn a "no" into a "yes", pitch the Groupon value proposition, and convince business owners that we are the partner they've been waiting for.
- Take full ownership of the sales cycle: From the initial cold call to structuring the perfect deal and signing the contract (you are a closer who isn't afraid to ask for the business).
- CRM Mastery: Keep your pipeline sparkling clean in Salesforce/Salesloft meticulously track your outreach, follow-ups, and wins to ensure no lead goes cold.

- Brand Ambassador: Contribute to the positive image and growth of Groupon in the Ireland

Why you should apply - We believe in working hard and living well.

Here's what's waiting for you:

- Mentorship: A manager will guide your first steps and ensure you hit the ground running.
  - Lucrative Package: A competitive base salary with an uncapped commission structure. Your performance = your rewards. We are offering an OTE of 70k€ but the sky is the limit.
  - Flexible Working: A hybrid model (3 days in our Dublin office) to keep the team spirit high while respecting your balance.
  - Perks: Pension plan, private medical, "Grouponiversary" celebrations, social get-togethers, and of course, daily refreshments with chillout areas in our office, discounts on the Groupon app etc.
  - Global Culture: We are an international family. You will work with people from all cultures in an inclusive professional "start-up style" environment.
- **Sector:** wholesale and retail trade; repair of motor vehicles and motorcycles

### **Career Level**

- Experienced [Non-Managerial]