



Chinese Investment Service Centre Limited



#JOB-2450638



51 Bracken Road, Sandyford, Dublin 18, D18

CV48



No of positions : 1



Paid Position



40 hours per week



42000.00 Euro Annually



28/05/2026



25/06/2026

How to apply

Application Method :

Not available



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B2B Business Development & Account Management Executive (Greater China 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

Chinese Investment Service Centre Limited is seeking a talented B2B Business Development and Account Management Executive (Greater China Market). You will be responsible for driving business development activities within the Greater China market, developing and maintaining B2B client relationships, managing client accounts, and coordinating cross-border business support activities between Chinese business clients and Irish business partners.

Business Development and Account Management -

Identify and pursue new business opportunities within the Greater China market, including companies interested in Irish market entry, business setup, and commercial expansion support services.

Manage and maintain B2B business relationships with Chinese business clients interested in our services.

Actively communicate and coordinate with Chinese government organisations, industry associations, and business groups interested in business and investment opportunities in Ireland.

Attend business exhibitions, networking events, and commercial activities in China to develop business connections and expand the company's professional network.

Promote our services through various development activities such as brand collaboration activities, government and business promotional events, and networking activities.

Work with the marketing team to support digital marketing activities incl. video content production through Chinese online platforms.

Maintain and manage existing client accounts by providing ongoing communication, follow-up support, and client relationship management services.

Cross-Border Coordination:

Coordinate communication and business support activities between Chinese clients and Irish business partners, including accountants, legal professionals, and other external business support

providers.

Assist clients with project coordination, business enquiries, and commercial support activities relating to business establishment and operational support in Ireland.

Build and maintain effective working relationships with external stakeholders, business partners, and service providers to support cross-border business operations and client projects.

Requirements:

Minimum Higher Diploma, Bachelor's Degree in Business Management, Marketing, International Business, or a related field.

Good written and spoken Mandarin and English is must

Previous experience in B2B business development, account management or cross-border business support is preferred.

Good communication and interpersonal skills, with the ability to maintain professional relationships with Chinese and Irish business contacts.

Familiarity with the Greater China business environment and Chinese business culture is preferred.

Previous experience supporting Chinese companies with business setup, market entry, or business operations in Ireland is preferred.

Existing business networks, business connections, or professional contacts within the targeted is preferred.

- This vacancy is suitable for Remote/Blended working
- **Sector:** administrative and support service activities

Career Level

- Experienced [Non-Managerial]