



Eir



#JOB-2455239



EIR, 2 Heuston S Quarter, Dublin 8, D08 Y42N



No of positions : 1



Paid Position



40 hours per week



37820.00 Euro Annually



26/06/2026



24/07/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

URL :

[https://ie.indeed.com/viewjob?](https://ie.indeed.com/viewjob?jk=7975191651a55c02&from=shareddesktop_copy)

[jk=7975191651a55c02&from=shareddesktop_copy](https://ie.indeed.com/viewjob?jk=7975191651a55c02&from=shareddesktop_copy)



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



Business Development Manager

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

Eir is seeking a Business Development Manager to identify and pursue new business opportunities to support revenue growth across telecommunications and digital services.

The successful candidate will be responsible for developing and maintaining strong relationships with corporate clients, understanding their business requirements, and providing tailored connectivity and technology solutions. The role will involve working closely with internal teams to prepare proposals, negotiate contracts, support customer onboarding, and manage account growth.

The Business Development Manager will also monitor market trends, competitor activity, and sales performance to support strategic planning and achieve business targets.

Salary: €36,000.00 + €1,820.00 lunch allowance per annum

Main Duties and Responsibilities:

- Identify and pursue new business opportunities across telecommunications and digital services.
- Develop and maintain strong relationships with corporate clients.
- Understand client business requirements and provide tailored connectivity and technology solutions.
- Prepare business proposals and support contract negotiations.
- Collaborate with internal teams to support customer onboarding and service delivery.
- Manage and grow existing client accounts.
- Monitor market trends, competitor activity, and sales performance.
- Prepare reports and contribute to strategic business planning.
- Support the achievement of sales targets and revenue growth objectives.

Qualifications, Skills, Knowledge and Experience Required:

- The role requires a relevant business-related qualification, along with strong experience in sales,

account management, lead generation, and lead conversion.

- Excellent communication, negotiation, and client relationship management skills are essential. The candidate must also have experience using CRM systems, analysing customer and sales data, identifying market trends, and preparing reports and business proposals.

These skills are required to support effective business development, manage client accounts, and contribute to the company's growth objectives.

- **Sector:** information and communication

Career Level

- Experienced [Non-Managerial]