



Company Details Confidential



#JOB-2459097



Co. Donegal,



No of positions : 1



Paid Position



40 hours per week



To be Confirmed



20/07/2026



17/08/2026

How to apply

Application Method :

Not available



Open your camera
app & point here
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online



Founding Commercial Lead

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're an established software company with a proven project management platform already in use by financial services and consultancy businesses. With a growing customer base foundations in place, we're looking for our first commercial leader to help scale the business. This is an opportunity to join at a pivotal stage, influence strategy, and play a key role in shaping the company's future.

The Role:

You'll lead our commercial growth by:

Winning new B2B SaaS customers

Building relationships and strategic partnerships

Managing the sales process from lead generation to closing

Working closely with the founders on commercial strategy, product direction and marketing

Helping build and grow the commercial function as the business expands

About You

Have experience selling B2B SaaS solutions

Are a confident business developer and relationship builder

Enjoy working in a fast-moving environment with plenty of autonomy

Want to help build a business, not simply fill a sales role

Location

Ideally based in Donegal, with remote working available for the right person

Package

Negotiable salary

Equity opportunity for the right candidate

A genuine chance to shape the commercial future of a growing software company

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

Career Level

- Managerial

Candidate Requirements

(Essential)

- **Minimum Experienced Required (Years):** 3

(Desirable)

- **Ability Skills:** Communications, Customer Service, Sales/Marketing, Technical IT
- **Competency Skills:** Decision Making, Leadership, Management, Problem Solving