



REGENTS ANTIQUES AND FINE ARTS

LIMITED



#JOB-2460707



Venture Hub, 136 Capel Street, Dublin 1, D01

T2C9



No of positions : 1



Paid Position



39 hours per week



36605.00 Euro Annually



29/07/2026



26/08/2026

How to apply

Application Method :

Not available



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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

Business Development Manager required to work at Regents Antiques And Fine Arts Limited at Venture Hub, 136 Capel Street, Dublin 1. The candidate must have at least 1 year's experience in a similar role (retail). The role involves developing commercial strategies, strengthening client relationships, and supporting the continued growth of the business in both domestic and international markets. Key Duties and Responsibilities: Liaise with senior management to determine the range of antiques, fine art and collectible items to be promoted and sold, contributing to the development of business development strategies and commercial objectives. Identify and develop new business opportunities; establish relationships with private collectors, interior designers, galleries, auction houses, dealers and corporate clients; Meet with clients to assess their requirements; conduct market research; and analyse customer feedback, market trends and competitor activity. Prepare business development proposals, marketing initiatives and promotional campaigns to increase brand awareness, customer engagement and sales; Manage and develop key customer accounts, maintaining long-term business relationships and identifying opportunities for repeat business; Negotiate commercial terms with customers and business partners in line with company objectives. Recruit, train and supervise junior sales staff, ensuring a high standard of customer service and product knowledge; Prepare reports and recommendations for senior management on business development activities, sales performance, market opportunities and commercial strategy. Keep up to date with developments in the antiques, fine art and collectibles market, including industry trends, competitor activity and emerging business opportunities. Represent the company at trade fairs, exhibitions, industry events and client meetings to promote the business and develop new commercial relationships. Salary: €36.605 per annum. Hours: 39 per week. Apply to admin@regentsantiques.com.

- **Sector:** other service activities

Career Level

- Experienced [Non-Managerial]