



Company Details Confidential



#JOB-2463629



Unit G37, Pavilions Shopping Centre, Swords,
Dublin, K67 T9CR



No of positions : 1



Paid Position



39 hours per week



36605.00 Euro Annually



17/08/2026



14/09/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : martina@dmsgroup.ie



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

Job Title: Business Development Manager

The Business Development Manager will help grow our business. Our company operates an O'Briens Sandwich Bar, a Bagel Factory, and an Abrakebabra counter in one location. This role is a mix of tech and food. We need someone who understands digital systems but also knows exactly how a busy kitchen and counter work. You will be a key part of our growth team, working closely with senior management to implement improved stock and order systems. You will plan, and design systems and work hands-on with the shop floor team to ensure smooth implementation and minimal customer interruptions.

Key Responsibilities:

- Manage the roll out of new self-service ordering kiosks to speed up service for our customers. Manage the implementation between order points and till and the integration to the overall business.
- Work with Management to set sales goals for new tech initiatives, look at the numbers and find ways to make the business better.
- Implement and manage a digital ordering and stock system, while using your experience to understand stock levels, wastage and margin and manage the implementation of systems onto the shop floor.
- Work with platforms like Just Eat to get more online orders and grow our delivery trade.
- Coordinate the technical systems necessary to control and manage this business efficiently.
- Provide support and communication for customers and team members when interfacing with new technology.
- Conduct market research and competitor analysis to identify industry trends, customer demand and opportunities for business expansion.
- Analyse sales figures, customer behaviour, pricing, margins and commercial performance across the four units.
- Work with operational teams to ensure that new business opportunities can be delivered effectively and profitably.
- Support the recruitment, training and development of junior sales and business development

employees where required.

- Maintain up-to-date knowledge of the company's products and services, market conditions and competitor activities.

Requirements:

- Relevant third-level qualification in Business, IT, or digital systems.
 - Real experience working inside a busy restaurant or food court.
 - Ability to analyse and interpret stock systems, sales and margin and an ability to prepare structured recommendations for senior management.
 - Strong work ethic and an ability to think strategically but also an ability to be hands on with the shop floor team.
 - Demonstrated ability to identify and develop new business opportunities.
 - Ability to work across multiple business units and coordinate competing commercial priorities.
 - Strong communication, negotiation, presentation and relationship-management skills.
 - Ability to analyse sales and market information and prepare structured recommendations for senior management.
 - Good knowledge of relevant markets, customer expectations and competitor activities.
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- **Sector:** accommodation and food service activities

Career Level

- Not Required