



THE YOGA HUB LIMITED



#JOB-2466177



5-8 Camden Court, Camden Street Lower,  
Dublin 2, D02 X284



No of positions : 1



Paid Position



39 hours per week



42000.00 Euro Annually



27/08/2026



24/09/2026

## How to apply

### Application Method :

Not available



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## Business Development Manager, Corporate Partnerships & Expansion

### 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

The Yogahub Limited, a leading wellness and yoga business operating in Dublin, is seeking to recruit an experienced and commercially focused Business Development Manager to support the continued growth and development of the Company.

Reporting to senior management, the successful candidate will be responsible for developing new business opportunities, growing corporate and strategic partnerships, managing key commercial accounts, contributing to sales strategy and supporting the Company's commercial expansion.

#### Key Responsibilities

- Develop and implement business development and sales strategies to increase revenue, membership and commercial growth.
- Identify and pursue new business opportunities and revenue streams within the corporate wellness, health, fitness and related sectors.
- Develop and maintain relationships with corporate clients, commercial partners and other key business stakeholders.
- Develop corporate wellness partnerships and business-to-business arrangements.
- Manage key corporate and commercial accounts and identify opportunities for account growth.
- Conduct market and competitor research and analyse customer, membership and sales data to identify commercial opportunities.
- Establish and monitor sales objectives, commercial targets and business development priorities in conjunction with senior management.
- Prepare business proposals, presentations and commercial offers and negotiate commercial arrangements with prospective clients and partners.
- Maintain a structured pipeline of prospective clients, partnerships and business opportunities.
- Work with operational and marketing teams to support customer acquisition, membership growth, pricing and promotional strategies.
- Support the commercial planning and launch of new YogaHub locations and assist in developing the customer and corporate client base for new locations.

- Undertake commercial and market assessments in connection with expansion opportunities.
- Develop strategic relationships with businesses and organisations within the wellness, hospitality, corporate and lifestyle sectors.
- Monitor sales performance and prepare regular business development forecasts, performance reports and recommendations for senior management.

#### Essential Requirements

- Bachelor's degree in Business, Business Management, Commerce, Marketing or a closely related discipline or 2 years of relevant professional experience.
- Strong knowledge of sales strategy, commercial development, market research and business growth.
- Strong analytical, communication, negotiation, presentation and relationship-management skills.
- Ability to interpret sales and commercial performance data and contribute effectively to revenue growth.

Experience within the wellness, fitness, leisure, hospitality, health other customer-focused service sector, together with experience in corporate partnerships, business-to-business development, multi-site expansion or customer relationship management systems.

- **Sector:** human health and social work activities

#### Career Level

- Managerial