



Gilligan Black Recruitment Ltd



#JOB-2466423



Co. Dublin,



No of positions : 1



Paid Position



40 hours per week



100000.00 Euro Annually



28/08/2026



25/09/2026

How to apply

Application Method :

Please apply to the vacancy by the following means:

Email : karen.mcgregor@gilliganblack.ie



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



Head of Business Development – Europe

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

Head of Business Development – Europe

Italy

Salary: €100K base + €50K OTE

I am partnering with a fast-scaling, data-driven organisation to hire a Head of Business Development to drive expansion across Europe. This is a rare opportunity to take ownership of market growth, close complex enterprise deals, and shape the commercial strategy of a cutting-edge data and API offering.

You will develop and execute European go-to-market strategies to drive new business acquisition and revenue growth, while owning the full enterprise sales lifecycle from initial prospecting through to negotiation and contract close. Alongside this, you'll establish and scale strategic partnerships with data providers, platforms, and enterprise clients, building robust data supply and distribution eco systems. Working closely with product teams, you'll help shape data and API solutions based on real market needs, while advising clients on integration, data structures, and workflow optimisation. You will also play a key role in analysing market trends, competitive dynamics, and regulatory frameworks such as GDPR, contributing directly to pricing strategy and broader commercial decision-making.

It is expected that you have 5–8+ years' experience in SaaS, data, or API sales. Proven success in enterprise business development and deal closing and experience building strategic partnerships across European markets with technical understanding of data products, APIs, or integrations

Apply now for immediate consideration

- This vacancy is suitable for Remote/Blended working
- **Sector:** other service activities

Career Level

- Experienced [Non-Managerial]