



Chinese Investment Service Centre Limited



#JOB-2471090



Chinese Investment Service Centre Limited,
51 Bracken Road, Sandyford, Dublin 18, D18
CV48



No of positions : 1



Paid Position



40 hours per week



42000.00 Euro Annually



21/09/2026



19/10/2026

How to apply

Application Method :

Not available



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B2B Business Development & Account Management Executive (Greater China Market)

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

Chinese Investment Service Centre Limited is seeking a talented B2B Business Development & Account Management Executive (Greater China Market). You will be responsible for driving business development activities within the Greater China market, developing and maintaining B2B Chinese client relationships, and managing Chinese client accounts.

- Identify and pursue new business opportunities within the Greater China market, including companies interested in Irish market entry, business setup, and commercial expansion support services.
- Manage and maintain B2B business relationships with Chinese business clients interested in our services.
- Actively communicate and develop Relationships with Chinese government organisations, industry associations, and business groups interested in business and investment opportunities in Ireland.
- Attend business exhibitions, networking events, and commercial activities in China to develop business connections and expand the company's professional network.
- Actively develop new B2B client leads through targeted outreach, business referrals, social media campaigns, professional networks, and strategic partnerships within the Greater China market.
- Promote our services through various development activities within greater China area such as brand collaboration activities, government and business promotional events, and networking activities.
- Work with the marketing team to support Chinese digital marketing activities incl. video content production through Chinese online platforms.
- organize and Develop Chinese-language promotional content, including video content, to generate prospective B2B client enquiries.
- Maintain and manage existing Chinese client accounts by providing ongoing communication,

follow-up support, and client relationship management services.

- Use strong Chinese and English language skills to build and maintain effective working relationships with external stakeholders, business partners, and service providers.

Qualifications:

- Minimum Higher Diploma, Bachelor's Degree in Business Management, Marketing, International Business, or a related field.
- Good written and spoken Mandarin and English is must
- Previous experience in B2B business development, account management or cross-border business support is preferred.
- Good communication and interpersonal skills, with the ability to maintain professional relationships with Chinese and Irish business contacts.
- Familiarity with the Greater China business environment and Chinese business culture is preferred.
- Previous experience supporting Chinese companies with business setup, market entry, or business operations in Ireland is preferred.
- Existing business networks, business connections, or professional contacts within the targeted is preferred.
- This vacancy is suitable for Remote/Blended working
- **Sector:** professional, scientific and technical activities

Career Level

- Experienced [Non-Managerial]