



PHILIP KING ELECTRICAL LIMITED



#JOB-2474231



VODAFONE, Unit 7, Omni Pk Sc, Swords
Road, Dublin 9, D09 NR20



No of positions : 1



Paid Position



37.5 hours per week



40000.00 Euro Annually



08/10/2026



05/11/2026

How to apply

Application Method :

Not available



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



B2B 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 Description:

Develop B2B business development strategies for telecommunications and business communication solutions, targeting SME and corporate customers across the Irish market and aligning commercial activities with the company's growth objectives.

Identify and assess prospective business customers by analysing their telecommunications infrastructure, connectivity requirements, workforce mobility needs, and existing communication arrangements to determine appropriate commercial opportunities.

Manage complex B2B sales opportunities from initial qualification and requirements analysis through solution development, commercial proposal, negotiation, and contract completion.

Develop tailored telecommunications solutions incorporating business mobile services, broadband, connectivity, cloud communications, hosted voice, and IoT services according to customers' operational requirements.

Build and maintain relationships with business decision-makers, including company directors, procurement managers, IT managers, and operational stakeholders, to establish long-term commercial relationships.

Analyse customer business requirements and operational workflows to recommend appropriate telecommunications configurations that improve connectivity, workforce communication, mobility, and operational efficiency.

- **Sector:** information and communication

Career Level

- Professional

Candidate Requirements

(Essential)

- **Minimum Experienced Required (Years):** 0
- **Minimum Qualification:** No Qualification

(Desirable)

- **Ability Skills:** Communications, Sales/Marketing, Technical IT
- **Competency Skills:** Collaboration, Decision Making, Negotiation