



VACANCY: PARTNERSHIPS EXECUTIVE

Full-time role, commencing September / October 2026

Location: Hybrid (Dublin Head Office) – all-Ireland role

Reporting to: Partnerships Lead

The Partnerships Executive will be a member of the Business Development team and will report directly to the Partnerships Lead.

Purpose of the Role: to identify, secure and develop new business opportunities with local authorities and other organisations. The role includes surveying potential sites and building strong relationships with key stakeholders in local government and associated organisations.

Key Responsibilities:

1. Business Development

- Identify, qualify and pursue new business opportunities with local authorities and related public sector bodies.
- Develop and maintain a robust pipeline of opportunities across allocated regions which are in keeping with the needs of the business.
- Prepare compelling business cases, commercial offers and presentations tailored to local authority priorities and constraints.

2. Relationship & Stakeholder Management

- Build and maintain strong working relationships with officers, elected members and decision-makers in local authorities.
- Build and maintain strong working relationships and lines of communication with colleagues within the business to ensure full support at each stage of the process.
- Map key stakeholders, decision processes and governance timelines, and ensure effective engagement with stakeholders.
- Represent the company at meetings, committees, industry events and public consultations as required.

3. Site Surveying & Opportunity Assessment

- Conduct site surveys to identify, qualify and prioritise potential locations for new assets/services.
- Assess technical, commercial and regulatory feasibility of each site (e.g. planning, health & safety, local policies) in conjunction with relevant colleagues.
- Produce clear survey reports, including photos, measurements, risks and recommendations.

4. Internal Collaboration & Reporting

- Collaborate with Finance, Technical, Operations teams and Sales & Marketing to structure effective proposals.
- Provide accurate and timely forecasts, reports and market intelligence.
- Contribute to the development of tools, templates and processes for working with local authorities.

Required Skills & Experience:

- Proven experience in new business development, account management or commercial roles.
- Good understanding of local authority structures, governance, procurement practices and decision-making processes.
- Experience conducting site surveys / field assessments (or working closely with teams that do).
- Strong presentation skills.
- Confident communicator, able to engage credibly with senior stakeholders and technical teams.
- Full Irish driving licence and willingness to travel regularly within the region.

Desirable Skills & Experience:

- Familiarity with planning regulations, policies and street works considerations.
- Demonstrable track record of winning and growing business, ideally with local authorities or the wider public sector.

Personal Attributes:

- Commercially focused and results-driven.
- Proactive self-starter, comfortable working independently and in the field.
- Structured and organised, with strong pipeline and time management.
- Collaborative and team-oriented, able to work across functions and geographies.
- Resilient and adaptable, able to navigate complex stakeholder environments.

Likely Background:

May have worked in a business development role in or for local authorities, NTA, TII, utility providers (eir/ESB/Bord Gáis etc.) on infrastructure or capital projects, either as an employee, contractor or in a consultancy capacity (e.g. ARUP, Aecom, Jacobs etc.).

Qualifications and Remuneration:

Qualifications or professional experience in planning, engineering, business, public administration, commercial or related field would be desirable but are not essential.

Salary is dependent on experience.

Please send CV and cover letter to: careers@jcdecaux.ie