

Business Development Manager

Location: Office based, Dun Laoghaire, Co. Dublin / Hybrid / Remote

Hours: Full-time.

The Business Development Manager will support TechWorks Marine's growth across priority marine, environmental, offshore renewable energy (ORE), utilities, ports & harbours and public sector markets. The role will focus on identifying, qualifying, developing and converting commercial opportunities for TechWorks Marine's marine data, monitoring, technology and advisory capabilities. This role is central to building a stronger sales pipeline, deepening client relationships and positioning TechWorks Marine as a trusted partner for high-quality marine and environmental data solutions.

Key Responsibilities:

- **Pipeline Development and Opportunity Management**
Identify and qualify new business opportunities across target market sectors. Maintain accurate deal records in CRM, ensuring opportunities are progressed through agreed pipeline stages from enquiry through to contract award and post-project review
- **Client Relationship Management**
Build trusted relationships with key decision makers, technical buyers, procurement teams, consultants, developers, public bodies, and research partners. Prepare for client conversations by understanding the client's operational, regulatory, technical and commercial drivers.
- **Consultative Selling**
Lead discovery presentations to understand client needs, pain points, project objectives, timelines, decision criteria and budget parameters. Translate TechWorks Marine's capabilities into clear client value propositions.
- **Marketing, Proposal and Tender Support**
Support the preparation of RFT/RFQ responses, proposals, capability statements, case studies, presentations and client follow-up materials. Work closely with technical and project teams to ensure proposals are commercially robust, realistic, differentiated and aligned with client requirements.
- **Account Development**
Support the development of key accounts through structured account plans, stakeholder mapping, relationship tracking and regular client engagement. Identify cross-sell and up-sell opportunities across monitoring, data services, technology platforms and advisory support.
- **Market Intelligence**
Track relevant market developments, competitor activity, funding opportunities, procurement pipelines, policy changes and events across Ireland, the UK and selected EU markets. Share useful insights with the leadership team to inform prioritization and commercial decision-making.
- **Events and Networking**
Represent TechWorks Marine at relevant industry events, conferences, trade shows, client meetings and networking opportunities. Support pre-event planning, meeting scheduling, post-event follow up and lead conversion.

Essential:

- 5-10 years' experience in B2B business development, sales, account management, technical sales or commercial support, preferably within the marine industry.
- Relevant third level qualification, preferably in Oceanography/Marine Science/Engineering/
- Strong communication skills, with the ability to understand client requirements, engage both technical and non-technical audiences by building compelling value propositions
- Confidence in managing client conversations, qualifying opportunities, and following up professionally
- Strong organizational skills; comfortable using CRM systems (e.g. HubSpot).
- Ability to understand complex services and convert them into clear commercial messages

Desirable:

- Experience in marine, environmental, offshore renewables, infrastructure, utilities, technology, engineering, public procurement or data-led services
- Familiarity with RFT/RFQ processes, frameworks, public sector buyers and consultancy-led project environments
- Understanding of Irish and EU marine, climate, environmental and/or offshore renewable energy markets would be a strong advantage.

Personal attributes:

- The ideal candidate will be curious, commercially aware, proactive, structured and comfortable working in a technically led business. They should be confident opening doors, good at listening, disciplined in follow-up and able to build credibility with clients over time.

Reporting & Collaboration:

The role will report to the CEO and will work closely with technical, project delivery and the leadership team to ensure client needs are properly understood, proposals are well scoped (including pricing) and opportunities are progressed in a joined-up way that will drive value for the business.

Why work with TechWorks Marine?

This is a fantastic opportunity to join a specialist Irish marine technology company working at the sharp edge of marine data, environmental monitoring, offshore renewable energy and coastal resilience. You will be helping clients solve real-world challenges linked to climate, infrastructure, water quality, marine operations and the energy transition. You will work closely with an experienced technical team, build relationships with high-value clients across Ireland, the UK and Europe, and play a visible role in shaping the company's next phase of growth.

In return, TechWorks Marine will offer a competitive salary package, exposure to exciting national and international clients and projects, and the chance to make a genuine impact in a sector that is only going to become more important. Build your career in the blue economy – Apply now by emailing your CV to jobs@techworks.ie and include “BD Manager” in the subject line.