



Business Development Associate

BridgeAI Ireland · Dublin (Hybrid) · Part-time contractor

Role	Business Development Associate (BDA)
Reports to	Founder, BridgeAI Ireland
Type	Part-time contractor (with pathway to Working Partner)
Compensation	Competitive — discussed on application
Location	Hybrid — Longmile Road, Dublin 12 + remote
Start date	May–June 2026
Apply via	careers@bridgeaiireland.ie
Phase	Phase 1 — Lean Launch

1. About BridgeAI Ireland

BridgeAI Ireland is a Dublin-based AI training institute on a mission to bridge young Irish talent into well-paid software and AI careers. We deliver hands-on, employer-aligned programmes — from Generative AI for Business to AI for Software Engineers — combining industry-grade curriculum with a placement engine that connects students directly to Irish tech employers.

We launch our first cohort in September 2026. We are small, fast, founder-led, and looking for the next set of people who want to build the institute alongside us.

2. The role

You will own the demand side of the BridgeAI launch. Two pipelines run in parallel: students (turning interest into enrolments for our September 2026 cohort) and employers (signing our first hiring partners — the firms that will pay to hire our graduates).

You will work directly with the Founder, with full visibility on strategy, pricing, and partnerships. This is a builder role, not a closer-only role: you will help shape outreach playbooks, refine pitch materials, and feed product decisions back to the team.

3. What you will do

- Convert qualified inbound enquiries (web, social, partner referrals) into enrolled students for the inaugural cohort.
- Run targeted outbound to Irish SMEs and mid-market employers to onboard the first hiring partners.
- Manage the CRM and outreach tracker; keep a clean view of pipeline, conversion rates, and forecast.
- Represent BridgeAI Ireland at industry events, college visits, and partner meetings (Skillnet, IDA, local universities).

- Feed market insight (objections, comp expectations, employer needs) back to product and curriculum.

4. Minimum qualifications

- 3+ years in commercial sales, business development, or partnerships — preferably B2B or education sector.
- Native or near-native English; comfortable presenting to senior stakeholders and small audiences.
- Demonstrable track record of hitting and exceeding quota; CRM-disciplined.
- Right to work in Ireland.
- Self-starter — you will operate with limited supervision, against ambitious targets.

5. Nice to have

- Existing network in Irish tech, recruitment, or further-education sectors.
- Familiarity with AI, software, or skills-funding ecosystems (Skillnet, Springboard+, IDA Ireland).
- Experience selling into HR, L&D, or Talent Acquisition functions.

6. What we offer

- Competitive base retainer plus a tiered commission structure on student enrolments — full structure shared on application.
- Milestone bonus on first hiring partner formally onboarded.
- Working Partner pathway triggered upon first employer onboarding milestone.
- Hybrid working with regular in-person time in Dublin.
- Front-row seat in scaling an Irish AI institute from launch.

7. How to apply

Send your CV and a short note (no formal cover letter required) telling us why this role and why BridgeAI Ireland to careers@bridgeaiireland.ie.

Use the role title as the email subject. Applications reviewed on a rolling basis.

BridgeAI Ireland is committed to building a team that reflects the diversity of the Irish youth we serve — applications from underrepresented backgrounds in tech are strongly encouraged.