



Corporate Partnerships Manager

BridgeAI Ireland · Dublin (Hybrid) · Full-time

Role	Corporate Partnerships Manager
Reports to	Founder, BridgeAI Ireland
Type	Full-time
Compensation	Competitive — discussed on application
Location	Hybrid — Dublin 12 + on-site at partner offices
Start date	Revenue-triggered (target Y2 / 2027)
Apply via	careers@bridgeaiireland.ie
Phase	Phase 2 — Scale-Up

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 be our most senior commercial hire. Your job is to turn the BridgeAI graduate pool into a strategic talent pipeline for Irish tech employers, multinationals, and SMEs — and to land the corporate cohort and bespoke training contracts that fund the institute.

You will inherit a small set of warm partner relationships and a strong brand among Irish AI educators; the upside lies in turning these into multi-year hiring partnerships and large enterprise deals.

3. What you will do

- Own enterprise outreach, qualification, and close — companies that will hire our graduates and / or upskill their existing staff with BridgeAI cohorts.
- Sign multi-year hiring-partner agreements with target employers across multinational, MNC-Irish, and SME segments.
- Develop and price bespoke corporate training engagements (in-house GenAI, leadership AI, technical retraining).

- Represent BridgeAI Ireland at senior industry tables — Tech Ireland, IDA, Skillnet networks, Irish AI Council adjacent forums.
- Build the partnerships function: handover process to Programme Coordinator, contract management, partner success motion.
- Forecast and report on the corporate pipeline weekly to the Founder.

4. Minimum qualifications

- 6+ years in enterprise sales, corporate partnerships, or business development — ideally selling into HR, L&D, talent, or innovation buyers.
- Existing senior network in Irish tech and / or multinationals.
- Track record of closing six-figure annual contracts and managing them post-sign.
- Excellent written and verbal communication; senior-stakeholder presence.
- Right to work in Ireland.

5. Nice to have

- Background in EdTech enterprise sales, Skillnet-aligned training delivery, or corporate L&D consulting.
- Comfort with technical buyers (CTOs, Heads of Engineering, AI Practice Leads).
- Personal interest in policy / talent agendas around AI in Ireland.

6. What we offer

- Senior commercial role with a meaningful base and uncapped commission structure — discussed on application.
- Direct line to the Founder; strategic input on pricing, product, and partnership mix.
- Hybrid working with regular client-site presence.
- Budget for travel, events, and entertaining partner prospects.

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.