

Join Our Team: Business Development Executive (Part-Time, B2B)

About Explorium

Explorium is Ireland's leading experience centre—110,000 sq ft of interactive innovation in Dublin. With over 250 immersive activities, we blend science, sport, and imagination to spark curiosity in visitors of all ages. As a destination that celebrates discovery and creativity, we're now seeking a dynamic **Business Development Executive** to help us grow our brand through strategic partnerships and commercial opportunities.

The Role

As our **Business Development Executive**, you'll be responsible for identifying and securing B2B opportunities that align with Explorium's brand and mission. You'll build relationships with businesses and organisations in science, technology, engineering, and innovation sectors, promoting advertising space, branded activations, exhibition opportunities, and corporate functions. This is a strategic role focused on expanding our commercial footprint while enhancing the visitor experience.

Key Responsibilities

- **Partnership Development:** Source and secure brand-aligned partnerships with companies in STEM, education, innovation, automotive and lifestyle sectors.
- **Advertising & Sponsorship:** Promote Explorium's advertising platforms—including digital screens, branded zones, and experiential activations—to relevant businesses.
- **Exhibition Space Promotion:** Identify and onboard businesses interested in showcasing science, technology, or engineering products within Explorium's exhibition areas.
- **Corporate Events:** Drive interest in Explorium as a venue for corporate functions, team-building events, product launches, and networking experiences.
- **Sales Strategy:** Develop and implement B2B sales strategies to meet revenue targets and expand brand visibility.
- **Relationship Management:** Build and maintain strong relationships with clients, partners, and stakeholders to ensure long-term collaboration.
- **Proposal & Pitching:** Create compelling proposals and presentations tailored to potential partners and sponsors.

- **Market Research:** Stay informed on industry trends and competitor activity to identify new opportunities and refine outreach strategies.
 - **Cross-Team Collaboration:** Work closely with Marketing, Sales & Events, and Operations to ensure seamless delivery of partner activations and events.
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Who You Are

- A results-driven business development professional with **3–5 years' experience** in B2B sales, partnerships, or sponsorship—ideally in events, visitor attractions, or STEM-related industries.
 - Skilled in identifying strategic opportunities and turning leads into long-term relationships.
 - Confident in pitching, negotiating, and closing deals with senior stakeholders.
 - A strong communicator with excellent presentation and interpersonal skills.
 - Passionate about science, technology, and innovation, and excited to work in a creative, fast-paced environment.
 - Organised, proactive, and able to manage multiple projects and deadlines.
 - Fluent in business English and legally permitted to work part-time in Ireland.
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Why Join Us?

At Explorium, you'll help shape the future of experiential learning and innovation in Ireland. This is a unique opportunity to connect visionary brands with a one-of-a-kind destination, while contributing to a team that values creativity, collaboration, and impact.

Ready to Apply?

Send your CV and a short cover letter to hr@explorium.ie

Explorium is committed to a workplace environment that promotes diversity and inclusion and creates an open and inclusive culture where everyone feels valued. Appointment is subject to Garda Vetting.