



VACANCY - Partnerships Executive

About JCDecaux Ireland

JCDecaux is the leading provider of large format roadside out of home advertising in the Irish market. In addition to our contract with Dublin City Council which includes digital advertising displays, a city wayfinding system and the dublinbikes scheme, JCDecaux also operates a network of automatic public conveniences on behalf of Councils across Ireland. JCDecaux manages a comprehensive nationwide digital retail portfolio in shopping centres, as well as a network of digital screens at key Tesco stores nationwide.

For more information on JCDecaux Ireland's product offering please click [here](#)

Role: Partnerships Executive (Full-time role, commencing 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 support in the development of new business opportunities with local authorities and other organisations. The role includes surveying potential sites and helping to build 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.
- Preparation of business cases and presentations tailored to local authority priorities and constraints.

2. Relationship & Stakeholder Management

- Build and maintain strong working relationships with officers, elected members and local authority staff.
- Build and maintain strong working relationships and lines of communications with colleagues within the business to ensure full support at each stage of the process.

- 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 assist in the preparation of 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.
- Experience conducting site surveys or field assessments (or working closely with teams that do).
- Comfortable participating in outdoor site surveys and carrying light survey equipment when required.
- Proficient in Microsoft suite of products (Word, Excel, PowerPoint, SharePoint, OneDrive etc.)
- Strong administration and presentation skills.
- Confident communicator, able to engage credibly with senior stakeholders and technical teams.
- Full Irish driving licence and a reliable personal vehicle are required for regular travel as required.

Desirable Skills & Experience:

- Good understanding of local authority structures, governance, procurement practices and decision-making processes.
- 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
- 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 Gais etc) on infrastructure or capital projects, either as an employee, contractor or in a consultancy capacity (eg 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