



Kinia is an education-focused non-profit, charity and social enterprise. Collectively, we are grounded in the belief that education is a key driver to increased equality and opportunity for children and young people. We want to make sure future-focused skills and learning opportunities are available for all children and young people. We believe that by working collaboratively, we can best realise that vision. Find out more about us: <https://kinia.ie/>

### **Role: Growth, Events & Networking Lead**

To increase our reach and our impact, we are seeking a dynamic and results-driven Growth Specialist to join our team. The Growth, Events & Networking Lead will lead delivery of Kinia's social enterprise strategy. This role requires a proactive individual with a strong sales and commercial acumen who thrives in a self-starter environment. By successfully managing and implementing new commercial initiatives, you will directly contribute to extending Kinia's reach and impact.

**Location:** Hybrid - Ireland

**Contract:** Permanent Full-Time

### **Key Responsibilities:**

#### **Social Enterprise Growth**

- Own and execute Kinia's social enterprise B2B and B2C strategy, driving commercial revenue streams that align with our mission.
- Lead all sales activities across the full cycle from lead generation and pipeline management through to closing, ensuring targets are consistently met.
- Sell Kinia's B2B products, programmes and services into schools, youth organisations, community groups, and other relevant bodies.
- Sell Kinia's B2C products and services into the wider community.
- Proactively network within the education and youth sector to build and maintain strong relationships with key stakeholders and partners.
- Identify and secure retail partnerships, placing Kinia products and offerings with appropriate retail and commercial partners.
- Develop and manage supplier relationships that support Kinia's trading and social enterprise activities.

- Track, analyse and report on sales metrics and pipeline activity, maintaining full commercial transparency across the organisation.

### **E-commerce & Agency Coordination**

- Support the ongoing growth and optimisation of Kinia's e-commerce activity in collaboration with the Head of Marketing & Communications and external agency partners.
- Coordinate product launches, merchandising, promotions, and event-linked online campaigns to ensure alignment across sales, events, and brand activity.
- Provide commercial insights and customer feedback from events and partnerships to support continuous improvement of the online store experience and performance.

### **External Events Leadership**

- Taking full responsibility from planning through to delivery and post-event review.
- Identify, evaluate and secure participation in relevant external events and trade opportunities throughout the year.
- Manage all event logistics end-to-end - stand setup and design, materials, stock, travel, and on-the-day coordination.
- Brief, lead and support the team at each event, ensuring clear roles, responsibilities and goals are set in advance.
- Set commercial targets for each event (sales, leads, new contacts) ensuring everything we attend sets us up for success and has high ROI, brand awareness or sign ups. Deliver a concise post-event report with learnings and follow-up actions.

### **Key Skills and Experience:**

#### **Essential:**

- Proven experience in sales, business development, or commercial growth roles.
- Demonstrated ability to generate and close revenue opportunities.
- Strong self-starter mindset with a proactive approach to challenges and opportunities.
- Excellent communication, negotiation, and interpersonal skills.
- Growth and results-oriented mindset.
- Ability to manage multiple workstreams and meet deadlines in a fast-paced environment.

#### **Desirable:**

- Fluency in written and spoken Irish Language
- Experience in the social enterprise, education, or STEM sectors.
- A passion for STEM education and Kinia's mission.

### **Additional Information**

#### **Contract and Probation period:**

The appointment is for a permanent position following successful completion of 6 months

probation.

## **Salary Range**

Basic Salary of €36,000 + commission + bonus

## **Other Benefits**

- Pension Scheme: 5% Employer contribution.
- Hybrid Friendly Workplace
- 23 days annual leave, plus an additional 2 company days.
- EAP (Employee Assistance Programme)
- Opportunities for advancement, learning and development.

## **Selection Process**

Indicative selection process:

- Initial Phone Screening
- Preliminary interview
- Final interview.

## **How to Apply**

Click [here](#) to apply

Deadline 28th August 2026