

HAIL: New Business Development Manager **(<https://www.activelink.ie/node/112538>)**



Job title: New Business Development Manager

Location: Central Hotel Chambers, Dame Court, Dublin 2.

Responsible/Reporting to: CEO

Job purpose: Working as part of the Extended Management Team responsible for identifying and delivering new housing business for HAIL

Salary Scale: €60,000 – €75,000 (depending on experience)

Job Information: This post is a permanent full-time post.

35 hours per week

9am – 5pm Monday to Friday.

HAIL is an Approved Housing Body with over 480 properties

Founded in 1985, the Housing Association for Integrated Living (HAIL) is Ireland's specialist mental health housing association. As an approved housing body, we provide high-quality social housing and mental health tenancy sustainment services. The work we do helps people live independently in their homes and community.

Our mental health tenancy sustainment services and housing team help our tenants and clients maintain their tenancies and live independently by providing support on mental health recovery, household and budget management, pursuing employment and education opportunities and maintaining links with family and friends. You can find out more about these services [here](https://hail.ie/) (<https://hail.ie/>).

We pride ourselves at all levels of our organisation for having an excellent reputation in both the housing and mental health care sectors. As part of our current strategic plan 2024-2028, we are aiming to support more people by providing an additional 300 new homes and expanding our support services into more communities across Ireland.

Our Values

- **Trust:** Our relationships are built on trust. We work closely with our stakeholders, clients and tenants to achieve the best possible outcomes.
- **Respect:** We work towards creating an equitable society where all are treated with respect and dignity. We listen with open hearts and open minds as we believe everyone's voice has a right to be heard and respected.
- **Leadership:** We are leaders in delivering our vision and purpose, courageously and responsibly providing homes and supporting those living with mental health challenges.

Job Purpose Summary

The New Business Development Manager will be primarily responsible for the sourcing and delivering new housing development opportunities for HAIL. The primary source of new units will be via acquisitions of turnkey properties, the acquisition and refurbishment of properties and partnerships on new developments with other AHBs and LAs. You will have responsibility for the management and full delivery of identified projects within the existing programme and all future projects.

Reporting to the CEO, the New Business Development Manager will form part of HAIL's Extended Management Team. They will be responsible for keeping the CEO, Leadership Team and Board up to date on all housing development related

matters.

Please see Job Description attached below.

Recruitment Process

Please send a cover letter and a detailed CV, referencing HAIL **DM2025**, outlining your experience skills and suitability for the position for the attention of Martina Smith, CEO at hr@hail.ie (<mailto:hr@hail.ie>).

For queries relating to the role please contact Martina Smith at hr@hail.ie (<mailto:hr@hail.ie>) or 01 6718444 (tel:016718444) in confidence – Closing date for receipt of applications is **5pm, Tuesday 7th January 2025**. It is anticipated that interviews will be held w/c 20th/21st of January 2025.

HAIL is an Equal Opportunities Employer

Region

Dublin 2

Date Entered/Updated

4th Dec, 2024

Expiry Date

7th Jan, 2025

Attachment

[HAIL New Business Development Manager
2025.pdf](#)

Size

269.26
KB

Source URL: <https://www.activelink.ie/vacancies/community/112538-hail-new-business-development-manager>