

Business Development Manager
London
£60,000–£70,000 + Commission
Vacancy ID: 010168

You will build your career by opening doors with senior decision makers across the London workplace market, backed by one of the most respected design and build brands in the industry.

You will join a globally recognised workplace design and build business known for delivering prestigious projects for leading organisations. The company operates internationally and combines strong design capability with intelligent delivery, creating workplaces that genuinely support how people work.

This is a strong opportunity for a confident business developer who enjoys speaking with senior stakeholders and building a pipeline of meaningful opportunities.

What You'll Do

You will focus on identifying and developing new business opportunities across the workplace market.

Your day to day activity will involve speaking with senior decision makers, identifying organisations considering workplace change and positioning the business as a credible partner for design and delivery.

A significant part of the role will involve proactive outreach. You will manage your own pipeline and consistently secure around five quality meetings each week with senior stakeholders.

These conversations will be consultative rather than transactional. You will explore the challenges organisations face with their workplaces and introduce the expertise of the wider team in a clear and professional way.

You will maintain detailed records of your conversations, track opportunities and ensure potential clients remain engaged through consistent and thoughtful follow up.

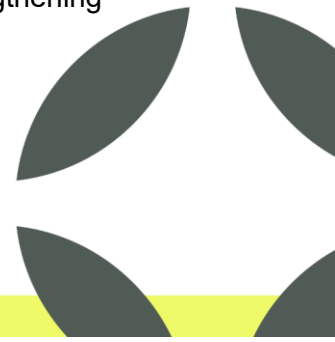
As your network grows, you will become a recognised point of contact in the market, helping convert early conversations into genuine project opportunities.

What You'll Get

You will receive a salary between £50,000 and £60,000 plus commission.

You will represent a genuine market leader in workplace design and delivery, giving you credibility when speaking with senior executives.

You will gain exposure to prestigious workplace projects and global brands, strengthening



your experience within the sector.

The company has a grown up and collaborative culture where individuals are trusted to perform. As the business continues to grow, there are clear promotion prospects for those who consistently deliver results.

You will also benefit from strong training and development support to help you refine your approach to senior level business conversations.

What You'll Need

You will have a confident and professional telephone manner and be comfortable initiating conversations with senior decision makers.

You should be able to speak clearly with Director and C-suite level individuals and take a consultative approach to business discussions.

This role requires resilience and discipline, including the ability to maintain high levels of outreach activity with approximately 150 calls per day.

You will also need strong organisational skills to manage your pipeline and ensure conversations develop into genuine opportunities.

About the Company

You will be joining a globally established workplace design and build business with studios across multiple international locations.

The company works with respected global brands and has built a strong reputation for delivering high quality workplace environments that combine thoughtful design with effective delivery. Its international reach and design led approach position it as a leader in the workplace sector.

Getting in Touch

If this sounds like the right next step for you, call Luca Comensoli on 07903 597106 or email luca@moonlightpartners.co.uk

Trust is the lifeblood of our business, and all enquiries will be treated with the utmost confidence. If you think you know the person for this role, we have a generous referral scheme, paying £500 to £2,000 per person you recommend depending on their salary level. Full terms available at <https://www.moonlightpartners.co.uk/recommend-someone>

