

### **Head of BD / BDM**

Central London

£40,000–£50,000 DOE + package

Vacancy ID: 010147

You'll be joining a small, well-established commercial agency that is ready to scale carefully and profitably. This is an opportunity to take real ownership of new business activity, working closely with the founders and playing a meaningful role in shaping the company's next stage of growth.

This is not a high-volume, transactional sales role. It suits someone who values autonomy, wants broader responsibility, and enjoys building a pipeline with intent.

### **What You'll Do**

You'll manage the full business development lifecycle, from identifying prospects and booking meetings through to tracking lease breaks and converting opportunities into instructions.

You'll own your pipeline, bringing structure and consistency to how new business is generated and tracked. You'll develop relationships across the commercial property landscape, building credibility and long-term opportunity rather than chasing quick wins.

Working within a lean team, you'll have the freedom to shape how business development is approached, refine priorities, and influence where the agency focuses its efforts as it grows.

### **What You'll Get**

You'll receive a competitive salary alongside a bespoke commission package that directly reflects your contribution. The business operates on trust, giving you autonomy over how you manage your workload and approach your role.

You'll be based in Central London, with a hybrid arrangement allowing one day a week working from home. As the company grows, there is clear scope for increased responsibility, progression and influence.

This is a role with genuine breadth, offering a bigger challenge and more visibility than many traditional BDM positions.

### **What You'll Need**

You'll have a minimum of three years' experience in business development, with a track record of managing your own pipeline. Experience within commercial property or a related professional services environment is advantageous.

You'll be organised, self motivated and comfortable working independently. You'll enjoy responsibility and be confident building relationships and following opportunities through.



### **About the Company**

You'll be joining a financially stable, London based commercial agency with an established track record and a clear growth plan. The business operates with a small team, prioritising quality, trust and long-term relationships over volume.

### **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](mailto: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>

