

Senior Business Development Manager

London

£70,000–£90,000 + package

Vacancy ID: 010148

You'll be joining a £100M+ turnover workplace fit out contractor with a strong reputation in London and a significant traditional procurement arm. This is a senior role focused on securing substantial projects through established consultant and agent relationships.

You'll step into a business with real delivery capability behind you, allowing you to concentrate on what you do best: generating high-value opportunities and converting them into secured work.

What You'll Do

You'll build and maintain relationships with agents, project managers, quantity surveyors and architects who operate within the traditional procurement route.

Your focus will be on securing projects between £2M and £10M, positioning the business early within consultant teams and ensuring it is well placed to win negotiated and competitively tendered opportunities.

You'll manage a disciplined pipeline, working closely with pre-construction colleagues to ensure smooth transitions from opportunity to live project. The role requires consistent senior-level engagement and a strategic approach to relationship development.

As the business continues to grow, there is scope for increased influence and progression within a well-structured and ambitious organisation.

What You'll Get

You'll receive a strong salary and overall package, reflective of the seniority of the position.

You'll represent a respected brand with the financial stability and operational depth to give consultants and clients confidence. This credibility allows you to have meaningful conversations at senior level.

You'll be part of a well-resourced London team delivering prestigious workplace projects. The culture is mature and professional, with trust placed in experienced individuals to manage their responsibilities effectively.

You'll also benefit from being part of a business with international reach, offering broader exposure beyond the UK market.

What You'll Need



You must have a stable and demonstrable network within the London construction market, with a track record of bringing in projects valued between £2M and £10M.

Experience within workplace fit out or a similar construction environment is essential. You'll understand consultant-led procurement and how to navigate it successfully.

You'll be credible, organised and comfortable operating at senior level, maintaining long-term relationships that convert into repeat work.

About the Company

You'll be joining a major workplace fit out contractor with turnover in excess of £100M, operating from a central London base. The business comprises multiple specialist divisions, including a significant traditional procurement team and an international presence.

It combines financial strength, experienced leadership and a reputation for delivering high-quality projects across London and beyond.

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>

