

Head of Business Development
Liverpool Street, London
£100,000 – £130,000 + package
Vacancy ID: 010173

You will step into a role where your influence is immediate and visible. This is an opportunity to take full control of how a respected London-based design and build contractor generates and converts opportunities, with the autonomy to shape the function in your own way.

The business operates at the top end of the workplace fit out market, regularly competing with well-known Tier 1 and Tier 2 contractors on complex, design-led projects. The foundations are strong, the brand is credible, and the pipeline is active. What is missing is a clear commercial lead to bring structure and consistency to business development.

What You'll Do

You will take ownership of the entire business development function, overseeing how opportunities are generated, qualified and converted into live projects.

You will manage a small but active team consisting of a researcher and a strike caller, with plans to grow this to three. Your role is to ensure their output is focused, consistent and aligned with the wider commercial strategy.

A key part of your remit will be managing the flow of information from networkers through to Project Directors. You will have full visibility of which opportunities are being pursued, who is responsible for them, and how they are progressing. This is about bringing clarity and accountability to a process that already exists, but is not yet optimised.

You will work closely with senior delivery staff, ensuring that strong leads are being converted effectively and that effort is directed towards the right opportunities. You will also have the authority to refine how the business approaches the market, including messaging, targeting and internal coordination.

This is a leadership role with genuine management responsibility. You are not being hired to operate as an individual contributor. Your value will come from building a function that performs consistently and delivers results at scale.

What You'll Get

- A six-figure salary with a team-based bonus aligned to overall performance
- The autonomy to shape and run the business development function as you see fit
- A clear leadership position within a stable, well-regarded business
- Responsibility for a defined team with scope to grow
- A modern, well-located office environment in Liverpool Street
- The opportunity to work on prestigious, design-led projects at the top end of the market

What You'll Need



- Experience managing business development teams within a workplace fit out contractor
- A strong understanding of how projects are originated, qualified and won in the D&B market
- The ability to bring structure, discipline and clarity to an existing function
- Credibility with senior stakeholders, both internally and externally
- A practical, commercially focused mindset with a bias towards outcomes over activity

About the Company

You will be joining a well-established London-based design and build contractor with a strong reputation in the commercial workplace sector. The business delivers high-quality projects and regularly competes with some of the most recognised names in the industry.

They operate with a clear focus on quality, client relationships and consistent delivery, supported by an experienced leadership team and a stable commercial platform.

Getting in Touch

“If this sounds like the right next step for you, call Thomas Wood on 07398 970 887 or email thomas@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>

