

Head of Business Development

London

£120,000 - £160,000 + package

Vacancy ID: 010165

You will step into a board level position within a £120M turnover workplace fit out specialist, taking full ownership of a high performing business development function. Reporting directly to the Managing Director, you will lead the team responsible for generating opportunities across a complex, design led project portfolio.

This is a strategic commercial leadership role with direct financial upside. You will earn a percentage of the entire business unit's commission, aligning your success with the performance of the division.

What You'll Do

You will manage a team of eight callers, supported by a networker and a researcher. Your focus will be on resource management, performance reviews and the optimisation of the pod structure for each meeting secured.

You will determine the most effective pre development configuration for every opportunity, ensuring the right people are deployed in the right way. You will create and implement clear, realistic business plans that drive sustainable growth.

Working closely with senior internal stakeholders, you will shape the commercial direction of the division. Externally, you will ensure the team engages prospects in a structured and credible manner.

This is not about maintaining the status quo. You will refine processes, improve efficiency and raise standards. You will have the authority to make changes and the responsibility to deliver measurable results.

What You'll Get

You will receive a £100,000 basic salary plus package, alongside a percentage of the whole business unit's commission. As performance improves, so will your reward.

You will sit at board level, with influence over strategy and growth. The business is expanding, offering clear promotion prospects as the structure evolves.

You will work from a central London office, within a grown up culture that values autonomy and trust. You will manage your own diary and focus on outcomes.

You will represent a respected, internationally active brand delivering prestigious workplace projects, giving you status and credibility in the market.



What You'll Need

You will have experience managing a telesales or business development team, with responsibility for performance and results.

You will be confident managing stakeholders at senior level and capable of aligning different interests towards a common commercial goal.

You will be able to create structured business plans and translate strategy into clear daily activity. You will understand how to measure performance and optimise team output.

You will be commercially focused, decisive and comfortable operating at leadership level.

About the Company

You will join a well established London based workplace fit out contractor with a £120M turnover and an international presence. The business operates multiple design and build teams alongside a traditional fit out arm, delivering complex, high quality projects.

The culture is professional, accountable and ambitious. The leadership team is committed to growth and to empowering senior people with real responsibility.

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>

