

**Business Development Executive**  
**London**  
**£30,000–£35,000 + Commission**  
**Vacancy ID: 010155**

You will join a market leading London design and build contractor turning over £120m, with clear plans to scale further. This role places you at the very front of the sales process, generating the intelligence that leads to major workplace projects across the capital.

You will report directly to the Head of Research, work within an experienced team and operate in a professional, performance focused environment where commission rewards consistent results. If you want to build a long term career in workplace sales within a growing business, this is a strong platform.

**What You'll Do**

You will engage senior executives across London businesses, identifying lease events, relocation drivers and refurbishment plans.

You will make approximately 150 dials per day, with the expectation of producing five qualified opportunities per week for the strike team. The emphasis is on uncovering meaningful, commercially relevant information rather than surface level interest.

You will develop a working knowledge of lease breaks and the strategic triggers that prompt organisations to move or reinvest in their space. Over time, you will build a strong understanding of the occupier market and how large scale workplace projects originate.

You will report directly into senior leadership within research, giving you visibility and the opportunity to develop quickly in a business that values growth.

**What You'll Get**

You will receive a £30,000 to £35,000 basic salary with commission on top, giving you control over your earnings.

You will represent a recognised market leader, delivering prestigious projects across London. That brand strength supports your conversations and strengthens your pipeline.

You will join a well established and experienced team, with structured training to deepen your understanding of lease events and workplace drivers.

As the company continues its planned growth, there will be opportunities to progress into more senior business development roles. Performance is noticed and rewarded.

You will work within a supportive team culture under a manager who values consistency and effort.



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

You must have previous experience in cold calling and feel confident speaking with senior decision makers.

You will understand the basics of lease breaks and the commercial reasons behind business relocation or refurbishment.

You will bring energy, resilience and a genuine desire to succeed in sales. This is a high activity position requiring focus and discipline.

You must be based in the London area and willing to work full time in the office.

### **About the Company**

You will be joining a tier 1 London based design and build contractor with a turnover of £120m and ambitious growth plans. The business is widely regarded as a market leader within the workplace sector, delivering complex projects for corporate occupiers.

It combines financial stability with ambition. Leadership is clear, the team is experienced, and the culture is professional and performance driven.

### **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>

