
Your New Job Title: Associate Director of Business Development

Company: Bellharbour

Location: Canary Wharf, London (hybrid WFH and office will be available)

Hours: 08.45 – 17.15

Are you a qualified Property Manager looking for a new and exciting opportunity to work for a forward thinking and progressive company? Then look no further!

Bellharbour and Fexco Property Services Group

Bellharbour is a newly established brand which is part of the FPS Group, aiming to service the prime end of the residential market in London. The group currently consisting of 3 property management brands plus a risk-assessment brand. We work with 8 out of the 10 top UK developers and we currently manage a portfolio of 70,000 properties. There are 12 regional offices across England & Wales supported by in-house teams such as H&S, HR, Insurance and Legal & Compliance, so you'll be joining a well-established and growing group that supports your role in all aspects. More information can be found at www.fexcopropertyservices.co.uk/

We do things a bit differently!

There is no corporate nonsense, and no old-fashioned hierarchy! Instead, we work with oodles of self-sufficient, autonomous teams across our group. Think of our regional offices as smaller, family-oriented business, but with the corporate benefits, training and support you will need to succeed!

About this Role:

Bellharbour was established as a brand in 2020. Our ambition is to be seen as a premier service provider for bespoke, residential management services attending to the prime and luxury end of the market in central London and surrounds. As a newly established operation, the brand needs to be further developed and attuned to the needs of our target market. Whilst this is not a marketing position, with support, you will be required to help position the brand in the marketplace and to develop its USP, to provide the best opportunity for success. Working closely with the head of property management and group marketing, you will then source and establish a pipeline of leads and client development opportunities, and work to an agreed upon business development plan.

Some Responsibilities and Goals you'll own:

- Work closely with the wider team to establish a brand proposition that supports the ambition of the business.
- Suggest improvements or enhancements to the operating model that could support the proposition of the brand.
- Establish and/or refine strong proposal materials.
- Develop a business development plan, to be agreed with management.
- Deliver upon the BD plan with agreed goals over a relevant time period.
- Drive effective relationships with client and non-clients.
- Assist with marketing campaigns or networking events.

Must Have Skills:

- Proven business development experience in the residential management sector.
- B2B and B2C experience required.
- Strong understanding or working knowledge of residential management.

- Experience at the prime end of residential services.
- Strong ability to produce proposals and/or technical tender documentation.

Who will love this Job because:

- You want to play a leading role in developing a successful, sustainable brand.
- You are ambitious and motivated to succeed.
- You want less constraints and more autonomy to get things done.
- You are energised by interacting with and helping people.
- You are comfortable with a little chaos and uncertainty - but you love learning new ways of doing things.

So, if freedom, self-sufficiency, and head-scratching professional challenges rock your world, we could be a match made in heaven!

Review from a Property Manager employee as of April 2021:

“Good team spirit, lots of support from management and an ever-improving training team.”

To apply send your CV to hr@fexcopropertyservices.co.uk or apply via the contact form online: www.bellharbour.co.uk/careers/