



Job Title: Business Development Manager
Reports to: Business Development Director
Working Hours: 40 hours per week
Based: London/Hybrid (with travel as required)
Salary: Circa £40,000 per annum + performance related bonus

Role Overview:

We are seeking a commercially driven Business Development Manager to support the growth of our third-party management portfolio across PBSA, co-living and the wider living space. This role focuses on identifying opportunities, supporting tenders, and building strong client relationships, while working closely with operational and mobilisation teams to ensure alignment with our delivery model.

The successful candidate will be data-aware and digitally capable, with the ability to leverage AI tools and business intelligence platforms to enhance market insight, appraisals, and bid quality.

Key Responsibilities:

- Identify and support new opportunities across PBSA, co-living and the wider living space
- Build and maintain a pipeline of developers, investors, and asset managers
- Support client meetings, presentations, and site visits
- Assist in preparing high-quality, insight-led tender submissions and proposals
- Appraise new opportunities, including income and expenditure forecasting
- Use data, AI tools, and BI platforms to enhance analysis, reporting, and decision-making
- Collaborate with operations, mobilisation, and central teams
- Monitor market trends, competitor activity, and emerging sector insights

Skills & Experience:

- 1–2 years' experience in business development, commercial, or operational roles within PBSA, co-living, BTR, or real estate
- Strong interest in PBSA, co-living, and the wider living sectors
- Excellent communication and organisational skills
- Strong analytical mindset with attention to detail
- Proficiency in Microsoft Office (Excel essential)
- Familiarity with AI tools and BI platforms (e.g. Power BI, Tableau, or similar)
- Ability to interpret data and translate insights into commercial recommendations



Success Measures:

- Pipeline growth and quality
- Contribution to successful bids and conversions
- Strength of client relationships
- Quality and insight of appraisals and proposals
- Effective internal collaboration