



TITLE: Business Development Manager

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## **Business Development Manager (BDM)**

### ROLE SUMMARY

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LOWE is a vacant property solutions provider with a primary focus on Property Guardianship. We have ambitious growth plans and aim to double the number of properties we have under management year on year. The role of the BDM is integral to hitting these targets as you will be at the frontline of our outreach, driving us forward as a business.

We are seeking a Business Development professional with the ability to source, arrange and attend meetings with owners of vacant properties. Your role will not only provide affordable housing to our guardians but also make huge savings to potential clients and property owners.

You will be part of a team which challenges the way our industry has traditionally been working. We separate ourselves from competitors by being the most tenacious and professional operator in the market. You will be part of a fast paced and dynamic young team who are passionate about being the best at what they do.

### KEY RESPONSIBILITIES

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- Conduct initial cold outreach via email and telephone targeting senior level decision makers from both the Private and Public Sector
- Analyse market trends and source potential opportunities from the trade press, industry events and wider economic understanding
- Qualify, organise and attend meetings with potential clients and property owners
- Carry out site visits for potential properties
- Uphold the company's brand values and promote a professional approach to our industry
- Responsible for implementing and managing ongoing prospecting pipeline
- Take full ownership for managing your CRM, databases and associated administration
- Feedback on all areas of activity reporting directly into Client Services Director and Founder
- Constantly strengthen your knowledge of the property industry

### ROLE PROFILE

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- Proven track record in sourcing leads and arranging meeting opportunities with key decision makers

- Property preferable but not essential
- A tenacious sales professional with experience of overachieving sales targets and KPI's
- Self-motivated individual who is willing to push themselves to achieve results
- Possession of excellent customer service, communication and organisational skills (CRM experience preferable but not essential)
- Excellent negotiation, reporting and communication skills (verbal & written)
- Comfortable working in a dynamic, evolving and target driven environment
- Positive, outgoing and enthusiastic to do a high-quality job at all times
- Forward thinking with a strong and confident personality
- Able to work professionally and calmly under pressure
- Ability to prioritise workload, efficiently manage diary and time sheets
- Enthusiasm for identifying and embracing new ways of working and good practice

## BENEFITS

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- Competitive salary and bonus scheme (with OTE)
- Progression opportunities supported by a structured training plan
- A dynamic, fun and vibrant working environment
- Opportunity to learn from experience property and sales professionals
- 23 days (+ bank holidays)
- Company mobile & laptop
- Regular social events and team outings