



Business Development Executive SPACE-2 PARK Part/Full-time, Permanent

Based: South Warwickshire/London

SPACE-2 is an award-winning, creative property consultancy who specialise in sourcing, promoting and managing locations for use by a wide range of b2b clients. We focus on commercialising short-term available property and work with a wide range of property partners to deliver spaces for an ever-growing portfolio of clients. Our 'property on demand' business thrives on sustainable partnerships and our wealth of knowledge and experience. As a result of identifying significant growth potential in one of our key markets, B2B parking, we are looking to bring in someone to support and develop this new initiative.

When it comes to employing people we look for talented, motivated individuals and try and match them to opportunities within our businesses. We also find that by focusing on people's motivations, interests and skills, we develop a better team and a more capable, sustainable and innovative business.

The role as outlined below would suit a candidate with a broad skillset and be happy to take on a range of responsibilities including but not limited to:

- Researching, sourcing, promoting and delivering b2b parking locations
- Writing and presenting pitches and proposals to potential property partners and asset managers
- Creating a priority parking location growth plan that highlights hotspots for growth and timescales so that the business can build capability accordingly
- Mapping out existing competition and locations and identifying new target locations
- Developing a growth strategy in line with the SPACE-2 Park business model and creating operational processes
- Communicate with the management team so that they can assist in providing insight, support and advice to help grow the business
- Building and maintaining strong relationships with the SPACE-2 team nationwide to help ensure the growth of the portfolio
- Building and maintaining strong relationships with developers, landlords and agents to ensure the business is a preferred operator
- Manage and maintain a strong pipeline of new sites
- Regular visits to potential sites
- Maintain up to date UK property market knowledge
- Negotiate the best deals possible for new sites

The ideal candidate would be solution-oriented, innovative, flexible and a team player; would thrive in a fast-paced, competitive environment, be able to work within tight deadlines and have a passion for building partnerships, business development, property research and networking as well as be interested in commercialisation and property industry trends leading into developing market knowledge and building contacts. Knowledge of car park operations would be an advantage.

The role can be based in SPACE-2's head office in Kineton (CV35) or in our London office (Marylebone) but travel to locations, networking events and meetings will be required on occasion. A full driving licence and access to a vehicle are essential. Salary according to experience. We are happy to talk flexible working.

For more details about our business please check out www.space-2.com and www.space2consulting.com

To apply, please send a CV or your LinkedIn profile with covering note to recruitment@space-2.com