

Director - Business Space

Glasgow

Our client is a leading national property consultancy which has enjoyed several years of consistently strong growth and success, resulting in the decision to appoint a Director of Business Space to their Glasgow office.

The Role

- generating new business and delivering deals through existing and group contacts;
 - maximising opportunities for cross-selling services;
 - identifying and promoting new developments, both office specific or mixed use;
 - securing involvement in large development schemes;
 - supervision and administration of major letting campaigns;
 - maintaining relationships with existing client contacts including developers, institutions, pension funds, banks and larger property occupiers.
- either have an existing market presence within the west of Scotland, or as ex-pats capable of rapidly establishing business credibility;
 - sound understanding of the development process generally and, in particular, technical proficiency in appraising and marketing developments of all sizes;
 - natural business developers, with good agency contacts, a clear track record of successful business generation and a focused approach to deal creation;
 - breadth and presence to add value to other agency-related facets of the business;
 - dedicated to actively building productive and professional relationships; team players able to show that they are used to overriding geographical and practice barriers in the interests of client service and business growth.

The Profile

- dynamic deal-makers in Business Space agency, within an established UK property business;
- demonstrable depth of knowledge of the sector;



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search and selection

This is an exciting opportunity to join a highly regarded practice and contribute significantly towards its future success. A competitive remuneration package will be offered.

Initially send a full CV and letter of application, explaining your suitability for the post, quoting the relevant reference 10/PW/03 and stating your current remuneration package to Laura McNaught or Richard Fletcher at Fletcher Jones Ltd, 45-51 Hanover Street, Edinburgh EH2 2PJ. Tel: 0131 226 5709.

E-mail: apply@fletcher-jones.co.uk