



### **Role Profile**

Property Business Development  
Manager

### **Location**

Gloucester, GL3 4AH

*Currently hybrid approach –  
circa 4 days in office per month*

### **Salary**

Competitive

### **Contract Type**

Full-Time / Permanent

Blackfinch Group is an award-winning investment specialist. Built on over 20 years of investment track record, the name Blackfinch first came into being on the anniversary of Darwin's birth, 12th February 2013. A trusted provider, we work in partnership with advisers. Our businesses cover tax-efficient solutions, early stage investing, managed portfolio services, property financing and renewable energy. As an environmental, social and governance (ESG) investor, we work for a positive impact. We're proud to be entrusted with over £650 million in assets under management.



## Purpose of Role

As Business Development Manager you will report to the Head of Property and be instrumental in our growth ambitions by generating new opportunities for the Blackfinch Property team.

Acting as Blackfinch Property brand ambassador, you will be travelling regularly and attending events. You will work closely with our Investment Managers and Marketing team, using your great understanding of property financing, deal structuring and market insights to help us continue our growth.

## Key Accountabilities

- Be an advocate and brand ambassador within the broker and developer market for the differing types of lending we provide, possessing the ability to articulate these clearly. These include development, bridging and also some buy to let and commercial mortgages.
- Manage the 'Deals Offered' table, Pipeline and opportunities tracker, liaising with Deal Managers and ensuring the correct level of pipeline business is achieved and reported.
- Assist the Deal Managers by efficiently providing the necessary information to price and structure deals. Have the skill to offer high level caveated indicative terms based on a conversation.
- Have the ability to build lasting relationships and provide a service led approach to new business.
- Take a lead role in implementing new business initiatives to grow our base of clients. This will include outbound calling and email as well as working with marketing on lead generation campaigns.
- Provide market insights from discussions with brokers/ borrowers, reading the media and watching competitors, to help the property and marketing team remain responsive to the lending climate.
- Based on your market insights, proactively suggest topics and ideas for marketing content (e.g. thought leadership, awards entries, media articles) to the Head of Property and Head of Marketing and support their distribution into the market.
- Be happy to spend a reasonable amount of time travelling to events or site / office visits.
- Arrange Client and broker entertaining, gifts and a diverse mix of client days.
- Represent Blackfinch Property at award evenings and exhibitions, including maintaining a calendar of which we choose to enter/ attend.

## Essential Experience

- You will be able to communicate sophisticated messages in a clear and concise manner in front of both large and small groups, utilizing a variety of media and have the natural ability to build connections.
- The ability to think and act quickly, seeking support from the wider Property team.
- You should hold a strong knowledge of financial markets and investment products, you might have an investment management, a sales/distribution or marketing background, what is important to us is your deep understanding of the property investment market and your ability to create strong relationships.

## Essential Skills & Qualities

- A deep understanding of the UK property finance industry.
- Proactivity, creativity, and an entrepreneurial drive to seek new business
- Keen interest in property development
- Technical understanding of property finance products
- Ideally you will already have existing relationships within the UK property broker market.
- The ability to communicate clearly and effectively, difficult and complicated messages including written and verbal communications.
- Experience working within a business development role, ideally within the property market.
- Hold a full driving licence and able to travel with the use of your own vehicle.

## Desired & Essential Qualifications

- Hold a minimum 2:1 degree educated or equivalent.
- Understanding of real estate asset types and sectors
- Understanding of financial concepts around lending

If you believe you have the skills and experience for this role, we'd be interested to hear from you.

Apply by sending your CV and any other supporting documents to **HR@blackfinch.co.uk**

If you require any further information about this role, we're here to help, contact us on 01452 717070.

## Our Values

At Blackfinch we're working to make a difference in the world. We partner with advisers to meet client and business aims. Inspired by the work of Charles Darwin, we're named after one of Darwin's finches, which influenced his theories of evolution.

Our values of 'adapt', 'evolve' and 'thrive' run through everything we do. We continually adapt to changing markets, providing evolved products so that our customers can thrive. These values inform our work as an ESG investor, working towards a more sustainable future.



Offering a supportive environment, championing continuing professional development and sponsoring staff for qualifications.



One of the friendliest businesses in financial services, supporting our people, customers and investee companies.



Providing opportunities to progress plus to take up benefits, and to get involved in sponsorship and charity work

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