

Position: Business Development Manager

Location: London & SE (based east of the M23/A23)

AND North East (Leeds based)

Working Hours: Full-time, permanent (Home Based)

Salary: £Competitive salary and package

Invest & Fund is committed to building the UK's most trusted peer-to-peer marketplace helping individuals, high net worth lenders, private banks, family offices and institutions achieve attractive, risk-adjusted returns from funding successful residential development projects. Having already lent over **£45m**, the business is at an exciting time as it seeks to scale and become a market leader in the provision of residential development and associated bridging finance.

We currently lend up to **£5M** per project but are open to larger deals as well. Invest & Fund is fully authorised and regulated by the FCA.

This is a fantastic opportunity to join a successful company in a fast moving and busy environment, contributing to the overall success of a high performing organisation.

We are currently expanding our Business Development Division and are looking for self-motivated individuals with excellent interpersonal and influencing skills to join our team. The successful candidate must have a proven and demonstrated track record in real estate finance business development.

About You

This is a highly autonomous business development role, you'll be out and about networking to bring the right opportunities to the table. You'll generate revenue by building and developing strong relationships with existing and new Brokers and Borrowers. This is all about your motivation and expertise, and who you know and, through the trust you build with them, and making sure that you identify loan proposals of the right quality and you'll be highly valued and well-rewarded.

You will be responsible for developing, delivering and monitoring strategic marketing and business development activity and actively generating business. You will be a key part of the Invest & Fund team, working with Head of Borrower Origination, the Credit and Operations teams and other key staff and partners to ensure the company effectively positions its sector expertise, adds value to clients and acquires quality new business and clients.

You'll spend most of your time out and about. If you're outgoing and sociable as well as focused on the purpose of your work, you'll love this job! As the role is entirely centred on building relationships, any sales experience is advantageous.

A consultative sales style and an inquisitive mind; credible and articulate when presenting face to face. Very sociable yet professional and polished in all communications, written and spoken.

Well-organised and proactive in uncovering information with strong attention to detail.

You will be proactive, confident and collaborative manager who enjoys a variety of challenges and is adept at balancing client development and pitching.

You will only be considered for this role if you have a fully transferrable client base for residential development and bridging loans.

What we can offer you

- A competitive salary / package
- 25 days' holiday (in addition to Bank Holidays)
- Contributory pension scheme
- To work with brilliant, highly-skilled, fun people within a busy but flexible environment you will want to shout about

If you are looking for more than just a job, please send your CV to careers@investandfund.com.