



JOB DESCRIPTION

Business Development Manager

About us

UnderTheDoormat is a professional home-stay company. We provide guests with the comfort of a home and professional service of a hotel and offer homeowners an effortless way to earn extra income while they are away.

We are five years old and growing fast. We are looking for ambitious and experienced people to lead the growth of the business.

About the role

The Business Development Manager will play a leading role in our Sales & Marketing team and will be instrumental in our domestic growth plans. The Business Development Manager will have responsibility to increase the number of homes in our portfolio and to build B2B and B2C partnerships with industry related companies in order to build sustainable company growth.

We are looking for a genuine self-starter and leader who has the proven ability to grow companies. The role would best suit somebody who already has experience in sales acquisition that can show return on investment.

The Business Development Manager will lead the day to day sales activity to deliver portfolio growth through both inbound and outbound sales activity such as:

- Owning the new home sales pipeline
- Sourcing, developing and establishing B2B and B2C partnerships to drive growth
- Seeking out and attending industry events to generate leads
- Managing and growing the Ambassador Programme
- Working with the Marketing Team to design and develop homeowner marketing campaigns and associated collateral
- Proactively seeking, researching and implementing other growth opportunities

The Business Development Manager is also responsible for managing the homeowner signing process from initial discussions to contract signing including homeowner introductory meetings, pricing, preparing proposal documents and contract issuing.

As a young company, you will have the freedom to drive continuous improvements in how we operate – and we genuinely want you to drive improvements and take the lead, not just take direction.

Applicants should be adaptable, flexible and proactive in developing their own skills and capabilities. We celebrate leaders at every level of the business who demonstrate independence in their work while contributing to the culture and broader environment of the UnderTheDoormat team.

You should love the idea of supporting a team while also being able to work independently. As a small business you will also have a key role to play as a team member in helping us to ensure that our homeowners and guests have a positive and seamless experience.

You must enjoy interacting with customers and partners, demonstrate excellent attention to detail, and be able to multi-task. You will often be the face (digitally, written, and sometimes in person) of UnderTheDoormat and must be comfortable and confident in this role.



The role is comprised of a base salary and compensation is driven by commissions for homeowner leads generated through your activities.

About the team

We are a small and highly focused team; we all work together daily and support each other when our team members are away. In this role you will need to be happy to work out of hours occasionally – morning and evening events, sometimes flexible hours – as the role requires.

Our business is going places and we want you to as well. If you're interested in playing a key role leading our growth, please get in touch at team@underthedoormat.com