



B2B Business Development Manager

About us

UnderTheDoormat Group is an award-winning prop-tech company, and our London home accommodation business is one of the leading companies in our sector. We help property owners, portfolio owners and property companies generate higher income through the short term rental industry as well as providing hotel-quality stays for our guests in the comfort of a home.

This is an opportunity to join an exciting, technology-led business with a high energy team who work closely on delivering an excellent customer experience. You will have the chance to learn new skills, be involved in significant projects and make an impact on many different areas of the company.

We are looking for bright and ambitious people to help continue to grow the business. 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.

About the role

The B2B Business Development Manager will play a leading role in our UnderTheDoormat London Team and will be instrumental in our growth plans. The UnderTheDoormat London Team operates short term rentals on behalf of property owners and delivers 5* guest stays in over 300 homes across the city, including our flagship aparthotel, 3 Sloane Gardens. The B2B Business Development Manager will have responsibility to increase the number of properties in our portfolio through building B2B and B2C partnerships across the property and hospitality industry to build sustainable company growth. Partnerships may be through our fully managed model or marketing and distribution product, Hospiria (Hospiria drives superior income and occupancy for our partners by marketing their properties across an exclusive combination of more than 40 platforms. We partner with property companies and managers who can provide quality hospitality, but not distribution and offer a B2B SaaS solution that gives them a ready-made platform so they can focus on hosting their guests).

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 some experience in sales acquisition that can show return on investment. Experience from a property-industry focused role is beneficial.

Responsibilities:

The B2B Business Development Manager will lead the day-to-day sales activity to deliver portfolio growth through both inbound and outbound sales activity such as:

- **Sales pipeline** – Owning the new properties sales pipeline and sourcing, developing and establishing B2B and B2C partnerships to drive growth.
- **Lead generation** – Through seeking out and attending industry events to generate leads and managing and growing the Ambassador Programme.
- **Marketing** – Working with the Marketing Team to design and develop property owner marketing campaigns and associated collateral.



- **Seeing other growth opportunities** – Proactively seeking, researching and implementing other growth opportunities.
- **Continuous improvement** – Proactively identify improvements beneficial to our processes and the UnderTheDoormat Team and be part of the delivery of any initiatives implemented.
- **Customer data excellence** – Understand our data deeply, be able to report on trends and related solutions and maintain our data accurately on all our systems.
- **Personal development** – Participate in any personal development and training that is identified to help you carry out your role more effectively, as well as delivering any team training within your areas of expertise as and when required.
- **Values and Behaviours** – Uphold, safeguard and promote our values and behaviours at all times.
- **Policies and procedures** – Have good working knowledge of our policies and procedures and ensure yourself and your team work within them at all times.
- **Legal and regulatory** – Maintain records in line with current legislation, in particular GDPR, AML and Health and Safety.

What we are looking for

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.

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 ensure all our customers 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 in person) of the company and must be comfortable and confident in this role.

Specifically;

- Experience from a property-industry focused role is beneficial
- Proficient in Microsoft Office products is a must including Excel, Word and PowerPoint
- Someone who thrives under pressure and with constantly changing dynamics
- A people person who thrives on working with others and loves building personal connections that drive growth
- Someone who is organised and detail orientated
- Someone who has strong written, verbal and interpersonal skills who's energetic and focused
- Someone who has a strong desire to expand and acquire new skills

What we offer

- An exciting and fast-paced environment with lots of development and growth opportunities
- Friendly team and regular socials together



- Support from a mentor on how to grow your future career
- Informal ongoing development and training on key business skills, such as project management
- 25 days holiday plus the flexibility to buy or sell 5 days
- Flexible and remote working options (including sabbaticals)
- Discretionary bonus scheme
- Cycle to Work Scheme
- Discounts for you and your family and friends on our homes
- Rewards for introducing new customers and team members

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

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