

Role profile:

Senior Commercial Surveyor



bruntwood
SciTech

A photograph of three people (two women and one man) sitting around a dark wooden table in a modern office setting. They are engaged in a discussion, with one woman gesturing with her hands. Large windows in the background offer a view of a city street with brick buildings. A large, cylindrical pendant light hangs above the table. The overall atmosphere is professional and collaborative.

About Bruntwood SciTech

A joint venture between Bruntwood and Legal & General, Bruntwood SciTech is the UK's leading property provider dedicated to the growth of the science and technology sector.

Bruntwood SciTech is creating a network of innovation districts across the country, owning and managing the largest portfolio of science and technology assets in the UK with locations in Manchester, Leeds, Birmingham, Liverpool and Cheshire. This network is home to over 500 of the UK's most disruptive science and technology businesses, and will support the creation of over 20,000 high value jobs for the UK economy over the next 10 years.

At Bruntwood, we are led by one purpose: Creating Thriving Cities. Our deep connection with the cities we work in sets us apart; and for more than forty years, everything we have achieved has been with this purpose in mind.

Shape your World

Everything we do comes down to our five values. In practice, these will mean something unique to every person at Bruntwood, but if you're considering working here, give them some thought. They've been at the heart of our story for over 40 years. Take a look at our video to find out more

We really believe that if you're brilliant to work with, you deserve brilliant things in return - from the big important stuff like up to 8% matched pension, 25 days holiday,

private healthcare, and enhanced maternity and paternity leave.

Through to the "small perks" that help you out with the little things that matter just as much. At Bruntwood we might work hard, but we have the benefits and rewards in place to help you find that balance and enjoy life too.

**So, work at Bruntwood
and shape your world..**



**Dream &
deliver**



**Never sit on
the sidelines**



**Be creatively
commercial**



**Pay attention
to detail
(it matters)**



**Be brilliant
to work with**



Role Profile

The role: Senior Commercial Surveyor

Salary: £50,000 - £60,000

Job purpose:

70% of the role will focus on new business activity along the Oxford Road corridor, covering the likes of Manchester Science Park. The other 30% will focus on supporting customers, liaising with key partners, including the University of Manchester to work on the collaborative development of [ID Manchester](#)

What will you be doing:

- Manage enquiry pipeline and undertake viewings, making sure we deliver an excellent viewing experience
- Work as part of the wider commercial team to drive our sales targets across your portfolio
- Drive deals through to completion using your relationship management and negotiation skills
- Drive continuous improvements across our product proposition to make sure that we optimise potential
- Develop and maintain excellent working relationships with retained agents, internet brokers and other third parties to make sure Bruntwood are the client of choice
- Understand and analyse our competition within the marketplace including take-up, availability, quoting rents and quality of space
- Attend networking events to generate awareness of our products and identify potential new customers.
- Work closely with local teams, including the asset manager(s) and community engagement managers to maximise migration of customers through our products, particularly maximising the migration from start up offerings into our paid products
- Work with the asset manager and the wider team to make sure an appropriate pipeline is maintained to achieve the portfolio lettings plan across all products
- Cultivate positive relationships with all large and strategic new and existing customers.
- Liaise with marketing team to develop and deliver effective marketing initiatives
- Make sure that there are agreed marketing campaigns for our vacant offices and that these are delivered on time
- Understand the USPs of being a Bruntwood customer to make sure that this is sold hand in hand with the product



Role Profile

The role: Senior Commercial Surveyor

Salary: £50,000 - £60,000

What we're looking for:

- Experience in the property sector - including sales, target/budget management, deal structure, market and competitor knowledge
- Experience in a relatable role, ideally; Commercial Surveyor/Community Manager/General Manager roles in line with commercial leasing - however we are open to seeing applications from applicable professions such as Asset Management
- Any experience within Life Sciences/Tech/Innovation from a commercial property perspective would be brilliant but not essential
- Good knowledge and detailed experience in sales and marketing, across digital and traditional channels.
- A relationship builder who is able to develop rapport and adapt their style to a variety of customers and colleagues at any level.
- Someone who is passionate and driven to deliver a great experience
- A highly organised person who is able to manage multiple projects and deals simultaneously, making sure nothing drops
- Excellent presentation and networking skills and an interest in attending various events to build profile
- Someone who puts the customer first
- Someone who values the need for collaboration and working across teams
- A thorough approach and attention to detail
- A critical thinker who uses data and analysis to problem solve and make decisions
- A good understanding of commercial property sales dynamics

Benefits of working with us

bruntwood



Ways of Working

- We understand the importance of work-life balance, so whilst we are primarily an office-based culture (it's what we do!), we also want to encourage flexibility and agility where possible. Our colleagues make use of our different spaces and find lots of ways to collaborate which enable them to find the balance that brings out the best in everything they do.



Holiday

- **25 days holiday** - plus your birthday!
- **Buy & sell** more holidays if needed
- **Sabbatical** of up to 12 months so you can take a career break after five years with us



Financial benefits

- Up to 8% matched **pension scheme**
- **Enhanced maternity & paternity leave** - plus baby bonus!
- **Discounts & cashback** at leading retailers
- **Life assurance** / death in service
- **Rewards** for long service



Health

- **Employee Assistance Programme** - 24/7 access to mental health, legal & financial support, including counselling
- **Free healthcare cash plan** for all colleagues so you can claim back medical expenses like optical, dentist & physiotherapy. We also offer
- **Free private healthcare** cover on an opt-in basis
- **Fitness classes**, free gym spaces & gym discounts
- **Healthy breakfasts** in our offices
- **Wellbeing app** which rewards you financially for daily habits. You can spend this on everyday essentials, treats or even donate to good causes



Development

- **24 'Bruntwood Cares'** volunteering hours per year
- **Learning sponsorship**
- **Interest free learning loans** up to £2000 to pursue your passions
- **Mentoring scheme**
- **Work Shadowing**



Travel

- **Interest free travel** to work loans
- **Cycle to work** scheme
- **Car park** discounts

bruntwood



bruntwood.co.uk