

Role profile:

# Commercial Manager



**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 over 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..**



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**Dream &  
deliver**



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**Never sit on  
the sidelines**



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**Be creatively  
commercial**



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



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**Be brilliant  
to work with**



# Role Profile

## The role: Commercial Manager

Salary: £30,000 - £40,000

### Job purpose:

The commercial manager is responsible for responding to our demand pipeline and letting vacant lab and office office space. You'll do this by really understanding the needs of both our potential and existing customers and collaborating with the wider team to create a brilliant experience.

### What will you be doing:

- Manage enquiry pipeline and undertake lab, office and flex space viewings, making sure we deliver an excellent viewing experience.
- Work as part of the wider commercial team to enable our sales targets across the Manchester city centre portfolio
- Support deals through to completion using your relationship management and negotiation skills
- Enable continuous improvements across our product proposition and review the competition, to make sure that we optimise all of our potential
- Full lifecycle account management including expansion, retraction and lease renewal conversations as well as an ability to engage on potentially challenging conversations
- Develop and maintain excellent working relationships with serviced office brokers, office agents and other third parties to make sure Bruntwood are the client of choice
- Attend networking events to generate awareness of our products and identify potential new customers.
- Work closely with local teams, including the asset manager(s), account management teams, community engagement managers to maximise migration of customers through our full product range
- Work with the asset manager and agents to make sure an appropriate pipeline is maintained to achieve the portfolio lettings plan across all products
- Cultivate positive relationships with new and existing customers.
- Work closely with the design and building surveying teams to design and appraise fitted out offices
- Liaise with marketing team to develop and deliver effective marketing initiatives for all buildings and individual office or lab suites
- 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





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### What we're looking for

- Experience in sales, negotiation, target/budget management, deal structure, market and competitor knowledge is preferred
- Experience in office agency or serviced operator sector would be favourable but not essential
- Good knowledge and detailed experience in sales and marketing, across digital and traditional channels.
- Willingness to learn and develop experience in the life sciences and technology sectors as well as 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
- Someone who puts the customer first
- Someone who values the need for collaboration and working across teams
- A critical thinker who uses data and analysis to problem solve and make decisions

### Your relationships

- Internally, you'll work closely with the wider commercial team, property and asset management teams and marketing and finance
- Externally, you will work closely with office consultancies, interior design/architects occasionally, and prospective customers

# 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

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[bruntwood.co.uk](https://bruntwood.co.uk)