

Job Description

JOB TITLE:	VP, BUSINESS DEVELOPMENT, EAST COAST
DEPARTMENT:	SALES
LOCATION:	NYC
REPORTS TO:	CEO, NORTH AMERICA
RESPONSIBLE FOR:	DIRECTOR, BUSINESS DEVELOPMENT

essensys is one of the fastest growing global proptech firms moving rapidly into our next stage of hypergrowth. Established in London in 2006, essensys was created to solve the complex operational, everyday challenges for flexible workspaces, the largest growing segment in the commercial office market.

We believe the office environment of the past is no longer - the staid, the unresponsive and the impersonal – will be replaced with space-as-a-service and tech-oriented environment that has already attracted the world's largest enterprise users. Today, flex workspace accounts for less than 2% of the office space market and current growth estimates could easily reach 30% by 2030. Traditional landlords need to adapt and have already started doing so, especially in light of COVID. The opportunity is massive.

In 2019, essensys became a publicly traded company on the London Stock Exchange and currently has offices in London, NYC, LA and Toronto. We provide services to over 1,000 buildings across 28 countries.

What We Do

We have built the only private cloud network to service the flexible workspace industry which underpins our SaaS platforms. We simplify the day-to-day management of flexible workspaces and the provisioning of secure wifi, internet and digital infrastructure services to tenants. Our platforms automate key tasks and processes and help flexible workspace providers deliver highly efficient, customer-centric workspace solutions. Our partners include some of the largest landlords and flex operators in the world, as we deliver an end-to-end, scalable solution by leveraging our 15 years of experience and our 100+ team of award-winning developers and engineers.

About the Role

The VP, Business Development, East Coast role at essensys is a fantastic opportunity to help the company capitalize and be rewarded on this rapidly expanding target market. Working closely with the North American CEO, this professional will be responsible for achieving growth in line with the company's goals and developing and maintaining major customer relationships. The successful candidate will be a highly motivated professional with a strong sales/business development capability gained within the commercial real estate sector. S/he should have a demonstrated track record of developing and managing high-performance sales teams. S/he should have an established network in the real estate industry (particularly in NYC) and a verifiable track record in achieving aggressive growth.

Main duties and responsibilities:

- Leverage existing relationships to build and convert new business across Landlords and Asset Owners who are considering flex services within their portfolio.
- Execution and management of revenue-generating initiatives, in particular creating and driving strategies and tactics that drive profitable and sustainable growth.
- Achievement of Monthly Recurring Revenue figures and KPI targets.

- Development of acquired new logo accounts and existing accounts to maximize essensys penetration.
- Work with the broader leadership team to increase brand awareness and market visibility.
- Oversee, manage and motivate existing sales team members.
- Ensure seamless customer experience post-conversion.

Knowledge and Experience:

- 12-15+ years of CRE experience, ideally within NYC.
- A track record of, and aptitude and energy for, driving commercial success.
- Proven ability to foster relationships and maintain enduring executive client relationships.
- Strong leadership and management capability, with a focus on delivering results.
- Excellent judgment, with ability to drive decision-making and manage multiple initiatives simultaneously.
- Ability to thrive in a fast-paced and dynamic environment.
- Outstanding presentation skills in both verbal and written communications.
- Collaborative nature and ability to build productive working relationships with colleagues across the entire organization.
- Natural leadership skills with passion for continued professional development.
- Gravitas to represent essensys to the broader real estate markets.

Aptitude and personal Qualities:

- Bold, ambitious and assertive.
- An entrepreneurial spirit, including a relentless work ethic and high degree of self-motivation.
- Passion for Real Estate, PropTech and SaaS.
- Clear desire to overachieve and develop within the business.