

# JOB DESCRIPTION

JOB TITLE:	Director, Business Development – USA
DEPARTMENT:	SALES
LOCATION:	Salt Lake City
REPORTS TO:	SVP, Business Development, North America, West

## THE FUTURE OF OFFICE SPACE TECHNOLOGY IS HERE

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 and 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 power over 20MM SF of space across 170+ cities.

### WHAT WE DO

With our proven enterprise-ready office space technology, landlords can transform their buildings and their business. essensys is the global leader for delivering the digital services and office experiences that occupiers demand. We have built the only private cloud network to service the flexible workspace industry. 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 landlords deliver highly efficient, customer-centric workspace solutions. Our partners include some of the largest landlords and flex operators in the world.

### ABOUT THE ROLE

The Director, Business Development, Salt Lake City, at essensys is a fantastic opportunity to help the company capitalize and be rewarded on this rapidly expanding target market. This professional will be responsible for achieving growth in line with the company's goals and developing major landlord 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 an established network in the local market and a verifiable track record in achieving aggressive growth.

## MAIN DUTIES & RESPONSIBILITIES

- Leverage existing relationships to convert new business across Landlords and Asset Owners who need to respond to tenants demands for flexibility and evolving hybrid needs.
- Achievement of Monthly Recurring Revenue figures and KPI targets.
- Work with the broader business development team to increase brand awareness and market visibility.
- Ensure seamless customer experience post-conversion.

### Knowledge and Experience:

- 7-12+ years of CRE experience.
- A track record of driving commercial success.
- Proven ability to foster and maintain enduring executive landlord 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 (both verbal and written).
- 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 and PropTech.
- Clear desire to overachieve and develop within the business.