

## **Job Position: Business Development Manager**

**Contact details for applicants:** anika.benecke@belleproperty.com

### **Job description:**

Belle Property Parramatta | Beecroft | Carlingford is seeking a motivated and professional Mid-Weight Business Development Manager to join our high-performing team. This role is designed as a career progression step between Leasing Consultant and Lead Business Development Manager, offering a structured pathway for long-term growth within the business.

The position is a hybrid role, combining leasing responsibilities with business development activities. This structure allows you to remain closely connected to market conditions, tenants, and landlords while developing the skills required to build, convert, and grow. You will work alongside experienced Business Development Managers and a large property management team, supported by established systems, administrative support, and leadership guidance. The role offers a uncapped commission structure, enabling you to increase your earnings as your business development responsibilities grow. With access to an established database with over 2,300 PUM, you will have strong opportunities to build relationships and generate new managements.

This is an excellent opportunity for an experienced Leasing Consultant, Sales Associate or emerging BDM who is seeking structured development, clear expectations, and a genuine pathway to a Lead BDM or broader career opportunities within a premium real estate brand.

### **Responsibilities include:**

This role is split approximately 50% Leasing Consultant and 50% Business Development Manager.

Leasing responsibilities include conducting property inspections, managing tenant enquiries and applications, coordinating approvals, preparing lease documentation, and overseeing move-ins. You will deliver a high standard of service to landlords and tenants and work closely with the Property Management team to ensure smooth transitions and ongoing client satisfaction.

Business Development responsibilities include assisting with and progressively leading appraisals, building relationships with landlords, vendors, developers, and referral partners, and converting new business. You will actively prospect for new business opportunities, follow up warm and self-generated leads, and contribute to the growth of the rent roll. You will maintain accurate CRM records, manage pipeline activity, and follow structured systems for follow-up and conversion. With ongoing mentoring and training, you will gradually increase your ownership of appraisals and new business outcomes as your capability and confidence develop.

### **The successful candidate will have:**

The successful candidate will be a motivated real estate professional with experience in residential leasing and/or sales, and a genuine interest in developing a career in business development or sales.