EXEC CAPITAL

https://www.execcapital.co.uk/job/fractional-business-development-operator-boutique-advisory-firm/

Fractional Business Development Operator — Boutique Advisory Firm

Description

Location: [London / Hybrid]
Engagement: 2–3 days per week, initial 3–6 months
Sector: Professional services / advisory

About the role

Our client is a boutique advisory firm with a strong delivery pedigree and senior leadership drawn from major global businesses. They are scaling new business across the UK, EMEA and international markets, and are looking for a fractional BD operator to build and run the pipeline infrastructure currently carried by one person.

This is a relationship-led, low-volume, high-value sale into senior decision-makers at mid-to-large enterprises. You won't take discovery calls or write proposals — the commercial team owns conversion. Your role is to build and feed the engine that gets them in front of the right people.

What you'll own

- CRM management and pipeline hygiene
- Target list development and account research
- LinkedIn and email outreach sequencing
- Content production worked up from senior team outlines
- Inbound qualification
- Proposal chasing and follow-up
- Pipeline reporting

Qualifications

What we're looking for

- Hands-on business development experience within a professional services or advisory firm
- A genuine understanding of how boutique expertise firms generate and convert pipeline — relationship-led, not volume-led
- Comfort building and running outreach and CRM infrastructure single-handedly
- Sharp, credible written content sense for a senior audience

Generic B2B or SaaS marketing backgrounds won't translate here. We need someone who understands the rhythm of high-value, considered sales into senior buyers.

Hiring organization
Exec Capital

Employment Type
Part-time

Beginning of employment
1st August 2026

Duration of employment
Perm

Industry
Advisory

Job Location
Leeds, West Yorkshire, United Kingdom

Base Salary
£ 500 - £ 700

Date posted
June 29, 2026

Valid through
31.07.2026