

Case Study



Landmark Property Solutions

Part-funded by:



European Union
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Peter Rahal, MD



Business Gateway webinars give property boss breathing space

The commercial property sector has been hit by Covid-19 in different ways. Working from home and flexible employment arrangements have meant the market has contracted, not to mention the unfortunate closure of businesses no longer needing premises.

For flexible workspace provider, Landmark Property Solutions, fixed costs have also remained the same as pre-pandemic levels with buildings staying open for essential services and key workers.

Managing Director, Peter Rahal has made the most of any quieter times, however, by taking advantage of the extensive online events programme from the Business Gateway Growth Hub.

The Business Gateway is a one-stop-shop for business support across Leicester and Leicestershire, particularly for small and medium-sized businesses looking to grow or increase productivity.

Family-run, Landmark Property Solutions manage offices and workspace in two Leicester locations - New Walk and the Meridian Business Park - on a plug and play model enabled by their IT infrastructure.

Peter, a solicitor in a former life, had always had an interest in commercial property and entered the serviced office industry in 2011, now managing a team of 10 employees. Webinars attended have covered several key business subjects such as leading your team to the next level, grant applications, performance management, employee well-being, communication for managers and marketing.

Peter commented: "The Business Gateway sessions have given me a chance to step back from the day-to-day business activity. I've been able to review the business by taking a more strategic approach.

Delivered in partnership with:



"I'm putting some of what I've learnt into action already such as implementing a new review process for my team. Also, a new system of delegation allowing me to move away from day to day time-consuming tasks."

Peter hopes to expand and scale up the business model in the future and is looking for further properties in Leicester. He's also mentoring his nephews who have joined the business with a view to handing over operational management to them in the future.

He added: "I found the Business Gateway courses very useful in helping to gain insights into my way of working and how that can be improved. This will help me to manage the business more effectively and ultimately improve its profitability."

To view the current webinar Business Gateway programme visit www.bizgateway.org.uk/events or call 0116 366 8487.

The Business Gateway Growth Hub is part-funded by the European Regional Development Fund (ERDF) and the Department for Business, Energy & Industrial Strategy (BEIS). It is delivered in partnership with Leicester City Council, Leicestershire County Council, East Midlands Chamber (Derbyshire, Nottinghamshire, Leicestershire) and the Leicester and Leicestershire Enterprise Partnership Limited (LLEP).

Support: Attended several business webinars and action-planning workshops

Impact: Implemented new staff review process and system of delegation. Improved efficiency in the business

Area: Leicester

Employees: 10

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Business Gateway Growth Hub