

Growing Facilities Management Company Arcus FM strengthens their Business Development Team

4 years ago



Having enjoyed sustained growth since its inception, and with ambitious plans for the years to come, [Arcus FM](#) has made two new appointments strengthening its Business Development team.

Robert Lynch has been appointed as Arcus' Sales Director. Robert joined the company at the start of May and has brought with him over 20 years' experience in FM, leading operational and sales teams in both hard services and total facilities management.

In this newly created role, Robert will be leading the business development team for Arcus. With an initial focus on making more and more customers aware of the outstanding capabilities of Arcus FM's operations and technology teams and the impact these could have on their current FM operation. Whether it is optimising FM spend, delivering on the net zero commitments, or reducing utility bills, our teams have proven solutions that we can implement.

Robert said, "One of the things I love about Arcus is the way it has truly integrated sensor technology into the way FM is delivered. Joining a business that is at the leading edge deploying technology to achieve outstanding FM, coupled with a great culture, is incredibly exciting to be part of."

At the start of April, Arcus also added Jillian Archibald as Business Development Director. Jillian comes from a strong background in facilities management having nearly 20 years of expertise within the soft services industry, focusing on cleaning, security and associated services, having built influential relationships securing businesses with large corporate clients and market leaders within the manufacturing, transport,

public and education sectors.

Jillian said, “I am extremely excited about joining Arcus FM and being part of the five-year growth strategy developing our business partnerships both organically with existing clients and new partnerships across the retail and commercial market sector.

“In my first weeks with Arcus, I have met many influential and enthusiastic people who have all shown the same passion, commitment, and desire to continue to grow our business and deliver a winning solution for our clients through innovation and technology. I am a great believer that success comes from doing what you say you will and together, through collaboration and openness, I feel we can make a difference in the FM world through continuing to deliver exceptional services to our clients and delivering Arcus growth plans into the future.”

For more information visit arcusfm.com.