

MEET THE MENTORS

Connie Robson Velaetis, QOB Interiors



Why do you think the BCO is important? Why did you join?

The BCO plays a pivotal role in shaping the future of office spaces in the UK. Its importance lies in driving innovation, connecting stakeholders, championing best practice and empowering professionals through mentorship, awards and leadership programmes.

I'm actively engaged with the BCO – not just as a member, but also as a mentor. I've participated in events including research seminars, walks, talks, conferences, etc. I value the BCO for its thought leadership in workplace design and strategy, networking opportunities with professionals across the built environment, mentorship programmes, where I've offered guidance to emerging talent, and access to research and best practice guides, such as the BCO Guides to Specification and Fit Out.

What made you want to become a mentor?

I joined the BCO Mentoring Scheme to give back and help shape the next generation of leaders in the office sector. I have a personal commitment to mentoring and a willingness to meet new mentees. Everyone needs help

from time to time. I know I had some help along the way, so this is my way of paying it forward. I'm happy to share my experiences to support emerging talent and provide a safe space for people to explore career development, set goals and gain independent feedback.

What has been your biggest achievement as a mentor?

I enjoy watching people grow and thrive within their roles. Seeing people flourish and become more confident in approaching situations that they wouldn't normally feel comfortable in is very rewarding to me. As Head of Business Development, I am all about people and relationships. A lot of what I do is people focused, customer service. Quite often people seek me out to support them with how to expand their own barriers and fears to get out of their comfort zone and talk to people because of conversations we've had – that's what makes it worthwhile.

What are you most proud of in your career?

Within a career in Business Development, I am constantly expected to meet and exceed sales targets. I open new doors to develop new business opportunities whilst nurturing existing relationships. I am proud of my strong, personal network which allows me to support in strategic business growth aspirations. Seeing opportunities I have introduced to a business; then supported in winning; to then seeing completed on site with a happy client is incredibly rewarding for me.

What is the most useful piece of advice you've received during your career?

"Don't just build relationships. Build relevance." In other words, it's not enough to network widely or maintain good rapport. The real impact comes when your connections see you as someone who consistently brings insight, opportunity or solutions that matter to them. This mindset shifts the focus from transactional interactions to strategic partnerships

To meet our other mentors or find out more about how to apply to the Mentoring Programme, visit the [BCO Website](#)