

INSIGHT

Facilities Management Recruitment Trends 2026



Introduction

Facilities Management recruitment has changed significantly over recent years.

The market has become more competitive, candidate-driven, and increasingly shaped by wider workplace, economic, and operational changes. Organisations are no longer simply hiring Facilities Managers to maintain buildings. They are hiring operational leaders capable of managing complexity, workplace transformation, compliance, employee experience, sustainability, and business continuity.

At the same time, the strongest FM professionals are becoming increasingly selective about the organisations they choose to join.

This shift is reshaping recruitment across the entire Facilities Management sector.

This guide explores:

- the major Facilities Management recruitment trends shaping 2026,
- what employers are struggling with,
- what candidates are prioritising,
- and how organisations can improve hiring outcomes in a highly competitive market.

Facilities Management Has Become More Strategic

One of the biggest recruitment shifts within FM is the changing perception of the function itself. Facilities Management is no longer viewed purely as:

- operational support,
- contractor management,
- or reactive maintenance oversight.

Modern FM leaders increasingly influence workplace strategy, organisational culture, sustainability, employee experience, operational resilience, and business performance. As a result, organisations are increasingly seeking professionals who can combine technical capability, leadership, communication, commercial understanding, and strategic thinking. The role itself has expanded — and recruitment expectations have expanded alongside it.

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Precision
over volume

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The Best FM Professionals Are Increasingly Passive

One of the most important trends in the market is that many of the strongest FM professionals are not actively applying for jobs. High-performing candidates are often:

- stable,
- well-regarded internally,
- selectively approached,
- and cautious about career moves.

This means many organisations are competing for talent that is not visible through traditional advertising channels alone. The strongest recruitment processes increasingly involve relationship-building, market mapping, reputation, credibility, and long-term engagement. The FM recruitment market has become increasingly trust-driven.

Speed Has Become a Competitive Advantage

Hiring delays are now one of the biggest causes of failed recruitment processes. Many organisations still lose strong candidates because:

- interview processes move too slowly,
- internal alignment is unclear,
- or decision-making becomes delayed.

In competitive FM markets, strong candidates are often involved in multiple conversations simultaneously. The organisations attracting the best talent are increasingly those that communicate clearly, move decisively, provide transparency, and maintain momentum throughout the process. Speed alone does not create quality hiring – but slow, uncertain processes increasingly damage outcomes.

**Calm judgement
is the rarest
skill in
the room**



Leadership Quality Is Becoming a Major Candidate Decision Factor

Salary still matters. But increasingly, FM professionals are evaluating:

- leadership quality,
- organisational culture,
- operational stability,
- support structures,
- and long-term career potential.

Many candidates now assess whether leadership appears calm under pressure, whether expectations feel realistic, and whether the organisation appears strategically aligned. Poor leadership reputation increasingly affects recruitment performance. The strongest candidates are often choosing environments — not just salaries.

Hybrid Working Has Changed Workplace Expectations

Hybrid working continues influencing Facilities Management recruitment in several ways. FM professionals now increasingly manage:

- fluctuating occupancy,
- workplace utilisation,
- employee experience,
- collaboration environments,
- and changing operational patterns.

This has increased demand for individuals with workplace strategy experience, communication skills, adaptability, and commercial awareness. At the same time, candidate expectations around flexibility have also evolved. While many FM roles remain operationally site-based, professionals increasingly value autonomy, flexibility where realistic, trust, and outcome-focused leadership.

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Confidence
is earned
in the
detail
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Sustainability Skills Are Becoming More Valuable

Environmental and sustainability pressures continue shaping FM recruitment. Organisations increasingly seek professionals with experience in:

- ESG initiatives,
- energy management,
- carbon reduction,
- sustainability reporting,
- and workplace efficiency.

While technical sustainability expertise is still developing across the sector, demand continues growing rapidly. Many organisations now view sustainability capability as a strategic operational advantage rather than a secondary consideration.

Employer Brand Is Playing a Bigger Role

Many organisations underestimate how heavily candidates now assess reputation before engaging. FM professionals increasingly research:

- company culture,
- leadership visibility,
- online presence,
- employee sentiment,
- and organisational credibility.

Employer branding is no longer purely an HR function. It increasingly affects recruitment conversion, candidate engagement, offer acceptance, and long-term retention. Strong organisations communicate clarity, professionalism, stability, and leadership confidence consistently across the market.

Facilities
leadership
is a board
decision



Retention Has Become as Important as Recruitment

One of the major FM trends of recent years is the growing focus on retention. Replacing experienced FM professionals is:

- expensive,
- disruptive,
- time-consuming,
- and operationally risky.

As a result, organisations are increasingly reviewing leadership quality, workload pressures, progression opportunities, team stability, and employee wellbeing. The strongest businesses increasingly understand that retention begins long before resignation risk appears.

Technical Skills Alone Are No Longer Enough

Technical FM knowledge remains essential. However, modern Facilities Management leadership increasingly requires:

- emotional intelligence,
- communication,
- stakeholder management,
- strategic thinking,
- and operational calmness.

Many recruitment processes now fail because organisations focus too heavily on technical checklists while underestimating leadership capability. The strongest FM leaders are often individuals who reduce operational friction, create stability, communicate clearly, and improve decision quality under pressure.

Candidates
remember how
they were
treated



AI and Technology Are Beginning to Influence FM Recruitment

Technology adoption across FM continues accelerating. This includes:

- smart building systems,
- workplace analytics,
- AI-assisted reporting,
- compliance platforms,
- and operational automation.

At the same time, recruitment itself is becoming increasingly technology-enabled. However, there is also growing recognition that automation cannot replace trust, candidate experience still matters deeply, and relationship-led recruitment remains critical in senior FM hiring. The future of FM recruitment will likely combine technology efficiency, operational data, and human relationship-building.

The Rise of Workplace Experience

Another major trend shaping FM hiring is the increasing focus on workplace experience. Modern workplaces are no longer judged purely on operational functionality. Organisations increasingly expect Facilities leaders to contribute toward:

- employee engagement,
- workplace culture,
- wellbeing,
- hospitality thinking,
- and organisational experience.

This is especially visible within corporate headquarters, financial services, flexible workspaces, and premium office environments. As workplace expectations evolve, so do the capabilities organisations seek within FM leadership teams.

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Better
judgement
beats more
activity
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Key Recruitment Challenges Facing Employers

Common challenges in the current FM market include:

- talent shortages,
- salary inflation,
- lengthy hiring processes,
- unclear role definition,
- unrealistic expectations,
- and increasing counteroffer activity.

Many organisations also struggle because internal stakeholders are misaligned, hiring briefs drift during the process, or decision-making becomes inconsistent. The strongest recruitment outcomes typically occur when role clarity exists early, expectations remain stable, and leadership alignment is maintained throughout the process.

Key Takeaways

The most important themes from this report:

- Facilities Management recruitment is increasingly competitive and candidate-driven.
- Leadership capability now matters as much as technical expertise.
- Strong FM professionals are increasingly passive and selective.
- Employer reputation and leadership quality heavily influence hiring success.
- Recruitment speed and communication now significantly affect outcomes.
- Sustainability, workplace strategy, and employee experience continue shaping demand.
- Retention is becoming as strategically important as hiring itself.

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Facilities
leadership is
people
leadership

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Conclusion

Facilities Management recruitment has evolved far beyond transactional hiring. Organisations are increasingly competing for professionals who can:

- lead under pressure,
- manage operational complexity,
- support organisational change,
- and improve workplace performance long term.

At the same time, candidates are evaluating organisations more carefully than ever before. The businesses that continue attracting the strongest Facilities Management talent are typically those that combine operational clarity, leadership stability, strategic thinking, strong communication, and long-term investment in people. In a market increasingly shaped by trust, pressure, and complexity, recruitment quality is no longer just an HR issue. It is becoming a direct reflection of organisational leadership itself.

Maxwell Stephens — FM Recruitment Specialists

Maxwell Stephens is a specialist Facilities Management recruitment consultancy supporting organisations across the UK with:

- Facilities Management recruitment,
- Workplace leadership hiring,
- Estates and Property recruitment,
- salary benchmarking,
- and strategic FM talent acquisition.

We work with organisations seeking high-quality Facilities Management professionals across operational, strategic, and executive-level appointments. For more information visit **www.maxwellstephens.com**

What the Data Says

The data shaping FM recruitment in 2026: candidate openness, a shifting vacancy market, persistent skills shortages and renewed permanent hiring.

- 84% of UK workers say they're open to a new opportunity, the highest Totaljobs has recorded.
Source: [Totaljobs Hiring Trends Update, 2026](#)
- UK permanent staff appointments rose in August 2026 for the first time since September 2022, KPMG and REC reported.
Source: [KPMG and REC, UK Report on Jobs September 2026](#)
- UK vacancies fell to 702,000 in June to August 2026, a quarterly decrease of 8,000.
Source: [Office for National Statistics, Vacancies and jobs in the UK: September 2026](#)
- 73% of UK businesses are struggling to find skilled talent in 2026, down marginally from 76% in 2025.
Source: [ManpowerGroup, UK Talent Shortage 2026](#)
- 16% of the FM vacancies Maxwell Stephens advertised from 2023 to 2026 were Head of or Director-level leadership roles.
Source: [Maxwell Stephens analysis of 497 advertised vacancies, May 2023 – September 2026](#)

Sources were checked in September 2026. Select a source to open the original research. Maxwell Stephens figures are drawn from our own published vacancies and placement records.

See It in Practice

Senior Workspace Manager Recruitment for ASOS

ASOS appointed Maxwell Stephens to recruit a Senior Workspace Manager based at its Leavesden Customer Care Centre, with oversight of facilities in Birmingham and regional offices in Paris, Berlin, Sydney and New York. Our executive search prioritised workplace leadership, international portfolios, fit-outs and workplace transformation, alongside commercial awareness and the ability to thrive in a fast-paced, constantly evolving organisation.

It reflects the shift towards workplace-led FM roles combining international operations, transformation and employee experience.

[Read the full case study at maxwellstephens.com/case-studies/asos](https://maxwellstephens.com/case-studies/asos)

Related Reading

- **Facilities Management Trends Employers Should Watch**
maxwellstephens.com/blog/facilities-management-trends-employers-should-watch
- **Facilities Management Recruitment Market Insights 2026**
maxwellstephens.com/blog/maxwell-stephens-facilities-management-recruitment-insights
- **Key Challenges in the Facilities Management Sector in 2026**
maxwellstephens.com/blog/key-challenges-in-the-facilities-management-sector-in-2026

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