



**The Sponsorship Sales department actively sells business opportunities to solution/service providers in the pharmaceutical industry.**

Sponsorship Executives should have the proven ability to lead source, pitch and negotiate with key decision makers and senior level management, overcome objections and close deals in the shortest time possible.

Applicants would be expected to show proven results from previous employment or a strong desire to succeed in a sales environment and should be able to network and client-manage effectively. Excellent communication skills are essential.

Sponsorship Executives are expected to;

- Develop key skills to effectively lead source and pitch key decision makers
- Network on the phone and account manage existing sponsors
- Handle objections and negotiate and close deals with new and existing sponsors
- Write proposals and persuasive invitations
- Manage the events\* – helping sponsors set up their booths, collecting feedback, and assist the operations manager in all aspects of the event (\*international travel is required).
- Research and obtain new contacts both from lead sourcing and contact with clients.
- Manage own customer database, set up diary entries for return calls and report on performance and targets on a weekly basis

**Benefits of this role:**

You will receive a basic salary from £21k entry plus commission OTE £25k.

To the right candidate we provide excellent remuneration, training, benefits and long-term career plan.

Additional benefits include - gym membership, pension scheme, and regular social events.

**Oxford Global Marketing Ltd**

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