

For over 10 years, Oxford Global Conferences has produced cutting edge events and congresses for the Life Sciences Industry, annually bringing together over 3,000 industry leaders and solution providers at a senior level, creating the opportunity to partner, network and knowledge share.



Job Specification: Graduate Sales Executive

We are looking for recent graduates for a fantastic opportunity to start a fast track commercial career path. Initially contributing by selling event attendance, you will learn how to effectively engage and persuade at a senior level. On achieving revenue and development goals we will equip you to progress into higher value sponsorship sales and then onto leading your own team and/or event portfolio.

There are opportunities to attend and manage the events you sell and some travel is required (UK and International). We will provide a full training and development plan so previous experience in a similar role is not necessary - just a desire to learn fast and hit challenges head on.

This position is for you if:

- You are already working in a sale based role but have a desire to take on a new challenge in a work environment that will further develop your skills and allow for career growth
And/or
- You are a recent graduate looking start a successful career in B2B sales and develop key business skills

We are looking for someone with:

- Excellent communication and negotiation skills – you must be able to contact potential delegates and enjoy influencing and persuading people
- Ambition and drive, with a commitment to forging a successful career within B2B sales
- A willingness to learn and contribute to the success of a team
- A history of success in your previous environment who can consistently exceed expectations

Benefits of this role:

You will receive a basic salary from £19,000-22,000 PA + commission (minimum £5,000+ expected for year 1). 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.

What our staff say:

"Oxford Global has a great atmosphere to work in and there are many opportunities to progress. Being able to experience events around the world is a great perk to the job." – Henry, Delegate Sales Team Leader

Interested in joining the team? Email your CV and cover letter to
careers@oxfordglobal.co.uk