



Job Specification: Sponsorship Account Executive

As a progressive business events company, we are looking for an ambitious and hardworking individual to join our team as a Sponsorship Account Executive. In this role, you will be actively selling business opportunities to solution/service providers in the pharmaceutical industry. You will have the opportunity 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 a strong desire to succeed in a sales environment and should be able to network and client-manage effectively.

Role Responsibilities:

- Selling event sponsorship opportunities to solution provider companies worldwide, helping with their marketing, brand exposure and business enhancing goals
- 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
- On-site event management – assisting clients in the exhibition area, collecting feedback, and supporting 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

We are looking for someone with:

- Previous 2 years experience in a B2B sales role
- Excellent communication and negotiation skills
- Confidence and an autonomous approach to their work
- A willingness to learn and contribute to the success of a team

Benefits of this role:

You will receive a basic salary from £22,000-25,000 PA + commission (£8,000+ expected for year 1) plus bonus scheme. 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.

Location:

Our offices are located on the Botley Road, with shops/restaurants within walking distance and easy access into Oxford City Centre.

Company:

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.

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

Oxford Global Marketing Ltd

Part 1st Floor Godstow Court | Minns Business Park | Botley | Oxford | OX2 0JB
phone +44 (0)1865 248455 | fax +44 (0)1865 250985 | email : info@oxfordglobal.co.uk