



Job Specification: Membership Sales Manager

We are looking for a personable and entrepreneurial sales manager with experience of selling high-value B2B membership offering or subscription publications.

In this role, you will take ownership and execute the membership sales plan for this product launch and manage the sales processes across different event series. You will be responsible for implementing membership sales strategy and maximalising portfolio membership revenue. You will be tasked to provide training, support, and guidance to the sales execs working on other membership campaigns. Apart from leading on delivery of our membership offering you will be also responsible for individual event series sales and full ownership of one of the campaigns. This hands-on varied role provides opportunities to progress via a team management and project management route as well.

Role Responsibilities:

- Sell bulk membership packages to corporate clients and individuals
- Sell and upgrade delegate attendance passes
- Develop new high-value sales channels to include bespoke partnerships with individuals and corporate organisations
- Work with the marketing & sales team to develop a strong new business pipeline
- Develop effective account management and subscription renewal plans
- Regular strategy meetings with Sales Director to discuss campaign progress, using attendee feedback
- Attending events (UK and overseas) to meet with attendees and provide a quality service
- Managing a team – monitoring KPI's and results/targets, provide support/training
- Project planning and execution of membership campaign strategies

We are looking for someone with:

- Minimum 2 years sales and project/people management experience
- Subscription sales experience (high value products)
- Experience of both account management and high-volume transactional sales
- Demonstrable experience in achieving sales KPIs
- Experienced in customer/audience acquisition.
- Excellent communication skills
- Experience of selling to UK and International territories
- A willingness to learn and contribute to the success of a team
- Ambition and drive, and a desire to learn fast and hit challenges head on

Benefits of this role:

You will receive a basic salary from £29,000-32,000 PA + commission (minimum £6,000+ expected for year 1) plus bonus scheme. To the right candidate we provide excellent remuneration, training, benefits and a long-term career plan. Staff are also provided with annual appraisals, mental health support during our Time to Talk days and annual staff awards to recognise achievements.

Additional benefits include - gym membership, flexible/home working opportunities, regular social events, increment of holiday during employment.

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