



## **Job Specification: Business Development Executive**

With over 10 years' experience, Oxford Global specialises in supporting solution providers within the life sciences industry with product launches, brand awareness and business development activities. Our diverse portfolio of products & services and areas of expertise within Oxford Global enable us to support companies in content creation & syndication, product marketing and digital & in-person event presence. We are looking for an ambitious, talented and hardworking individual to work closely with key decision makers and senior level management in leading global life science companies to understand their current focuses and identify how we can help in accelerating their marketing & business development efforts.

This role provides a great opportunity for career development in a fast-growing company with potential to accelerate within product or team management responsibilities. There are opportunities for remote working for this position (more details provided during interview stage).

### **Role Responsibilities:**

- Leading with a consultative sales approach to highlight key opportunities to solution provider companies worldwide, helping with their marketing, brand exposure and business enhancing goals
- Identify and engage with new relevant companies
- Network on the phone, Microsoft meetings and account manage existing clients
- Handle objections and negotiate and close deals with new and existing clients
- Write proposals and persuasive invitations
- On-site event management at in-person- assisting clients in the exhibition, collecting feedback, supporting the event manager in all aspects of the event (international travel is required). Virtual platform sponsorship management for digital events when applicable
- 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 £24,000-28,000 PA + commission (£10,000+ expected for year 1). 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](mailto:careers@oxfordglobal.co.uk)**

**Oxford Global Marketing Ltd**

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