

BD manager

Location: Central Oxford

Reports to: CEO

Salary: £35,000 - £50,000 (+ comm. of c£10-20k by 2nd yr)

Type: Permanent/full-time



Oxford-based **Fast Track** is looking for a talented sales-oriented research-focused person interested in B2B business development. The role is to research, identify and help secure new blue-chip corporate sponsors for our established programmes focusing on providing blue-chip corporate sponsors direct access to the UK's top private companies. They must have some proven experience of successfully selling high-value products, services or sponsorships to senior clients, gained from a job, university (i.e. selling sponsorship for summer balls or internships), or fundraising.

Candidates will be selling the opportunity for sponsors to develop new business with, and raise their profile amongst, the UK's top-performing private companies and the entrepreneurs and senior directors that run them. These companies would have featured in our annual rankings in **The Sunday Times** – ranging from the fastest-growing to the biggest companies.

The successful candidate will have **one to two years'** relevant experience in B2B sales cycles preferably with large corporate sponsors prepared to pay for our sponsorships, which range between £65k-£245k+ p.a. Candidates must ideally have an interest in, and some knowledge of, the UK's top-performing private companies; and know, or quickly learn, what their needs are from their service providers. Ideally, candidates will have some B2B sales experience in the UK within: consultancy, research or publishing; or in related sectors such as headhunting or financial services.

Note: The first six months will have a focus on supporting senior management, including account handling work with existing sponsors to get a better understanding of what our sponsors are looking for; and also to take into account that Fast Track's directors are particularly busy in the first half of the year. As a result, you are likely to earn commission by the end of the second year of up to c£10k-£20k.

The role & responsibilities

- Conduct targeted prospecting and smart, detailed research into relevant potential sponsors, to help secure meetings for Fast Track's directors with senior decision-makers including: inviting them to and hosting them at our seven annual awards dinners or some of our 20 annual alumni dinners. You will also proactively attend competitor and industry events to generate warm leads and gain knowledge
- Research, prepare for and participate in sales meetings with Fast Track's directors and senior decision makers at potential sponsors; and provide detailed follow-up from these meetings, paying attention to every detail in order to create intelligent, insight-led tailored proposals prior to or after meetings
- Work closely with our research team and directors to gain insights into the alumni companies that have featured on our league tables published in **The Sunday Times**, to help identify companies with strong links to potential sponsors and gain referrals via their founders and senior directors, for example, after targeting them at one of our networking events
- Be responsible for continuously improving our marketing materials, acting on feedback from telephone calls and sales meetings; and ensuring that the sales documentation is up-to-date with our latest research, events material, and alumni company success stories; and work with our design team to constantly improve our sponsorship proposals
- Generate quality leads and ensure good conversion rates through working closely with our digital marketing manager to help generate leads via our website and social media

About our sponsors

Ten of our 20 blue-chip sponsors have supported us for over 10 years, including all the major banks, some wealth managers and most of the accountancy firms.

The main opportunities for new sponsorship sales across our seven programmes will currently need to focus on solicitors (building on Linklaters for 6 years and Trowers for 2 years); software and IT companies (building on the new sponsorship of Oracle Netsuite, and previously Microsoft for 10 years); insurance (building on Hiscox for 12 years) and telecoms companies (previously Cable & Wireless, and are in early talks with Vodafone).

Commission

Commission is payable on a sliding scale of up to 5% of the value of the first contract – typically a contract priced at £195,000 p.a. for 2 years, depending on your level of contribution to securing and completing the sale alongside Fast Track's directors.

In the unlikely event you are solely responsible for securing the initial meeting and subsequently closing the sale, you will earn a 5% commission. The more realistic scenario is that you will be given significant help by one of the directors at meetings and in follow-up proposals and negotiations – in which case you would earn half the commission i.e. 2.5%.

You will receive the total commission due at the calendar half-year after the signing of the contract, providing you with an opportunity to earn up to an additional c£10k-£20k in commission by the end of the second year.

See below for an illustrated example:

*£12,250 (2.5% shared commission on a two-year main sponsorship at £195,000 p.a. + x2 alumni dinners at £25k each)
+£6,500 (5% sole commission on a two-year awards level sponsorship at £65,000 p.a.)
+£3,250 (2.5% shared commission on a two-year award level sponsorship at £65,000 p.a.)
= **£22,000** additional commission earned by the end of the second year.*

The company

Who we are

- Fast Track is the UK's leading research and networking events company focused on top-performing private companies and entrepreneurs, from the fastest-growing tech companies to the largest private companies, which we rank in our league tables in **The Sunday Times**
- It was founded in 1997 by our chief executive Hamish Stevenson with cornerstone, and ongoing, support from Richard Branson and Virgin
- Our sole source of revenue is from our blue-chip sponsors, who use it to raise their profile amongst different types of private companies, and to meet and win new business from hard-to-reach entrepreneurs and directors at our company visits and networking events
- We employ c26 full-time members of staff, and eight freelance researchers; many staff have worked with Fast Track for over ten years

What we do

- We research and publish seven annual private company league tables with **The Sunday Times**; and our 30+ highly-regarded, invitation-only events create valuable networking opportunities for their entrepreneurial directors and our sponsors
- Attendees and speakers at our events range from founders of our alumni growth companies such as Fever-Tree, Matchesfashion.com and Skyscanner, to the founders and CEOs of our alumni from the largest private companies such as Ineos, Dyson, and Pret A Manger
- We conduct 350 annual research visits to companies shortlisted for our league tables, accompanied by partners from our sponsors, where we interview the founders, chief executives and finance directors
- Our sponsors include: Virgin (all 22 yrs); HSBC, Lloyds, PwC, and UBS Wealth Management (15+ yrs); Barclays, BDO, Hiscox, Grant Thornton and Virgin Atlantic (10+ yrs); BGF, BMW and Linklaters (5+ yrs); DHL and N+1 Singer (3 yrs); and Oracle Netsuite and Santander (1 yr)

How to apply

Please email jobs@fasttrack.co.uk, in confidence, with your max. two-page application letter, including your current and expected remuneration, notice period, and where you saw the vacancy; and a copy of your CV.

For further info, contact Richard Tyler or Faye Preston-Smith on **01865 297100**.

How the recruitment process will work

- *Online assessment:* all applications will be reviewed, and selected candidates will be asked to complete one-hour online exercises
- *Telephone interviews:* after the online exercises have been assessed, shortlisted candidates will be telephone-interviewed by a member of the team, before we potentially invite you to one of our second-round interview evenings at Fast Track's offices in St Clements, Oxford
- *Interview evening:* we will aim to hold multiple dates between now and **Wednesday 20 March** and beyond if need be, to accommodate as many candidates as possible. These interview evenings typically last from **5pm to 8pm**, and will include candidates from across the roles

The evening will start with a presentation about the company and the different roles, then candidates will have the opportunity to ask questions. This will be followed by one short written skills-based exercise (no preparation needed), a short individual interview, and a more informal chat with senior members of our team. (Note: these are not group interviews or tasks, merely a more efficient way for us to manage the time of our senior management team as we are recruiting for multiple roles)

- *Follow-up final round interviews:* all final-stage candidates for the more senior roles, and any other candidates where necessary, will be invited back for a final round of in-depth interviews, including with other members of the team