

BD senior manager/manager

Location: Central Oxford

Reports to: CEO

Salary: £35,000 - £50,000 (+ comm. of c£10-20k in 1st yr)

Type: Permanent/full-time



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

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, which 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 with large corporate sponsors prepared to pay for our sponsorships, which range between £65k-£245k+ p.a. Candidates must have an interest in and some knowledge of the UK's top-performing private companies; and know what their needs from of their service providers. Ideally, candidates will have some B2B BD sales experience through university projects, paid-internships or jobs 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, and predominantly focusing on account handling work with existing sponsors to get a better understanding of what 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, the focus will be predominantly delivery to our 5 new and existing sponsors, as opposed to immediately trying to secure more sponsors.

The role & responsibilities

- Conduct targeted prospecting and smart, detailed research into relevant potential sponsors, to help secure meetings with senior decision-makers including: inviting them to and hosting them at our seven annual awards dinners or some of our 20 alumni dinners; proactively also attending both competitor and industry events; working with our digital marketing manager to help generate leads via our website & social media
- 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 with Fast Track's directors
- 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 after, for example meeting them at one of our networking events
- Be responsible for continuously improving our marketing to help generate leads and sales materials, acting on feedback from telephone calls and sales meetings; and ensuring that the sales documentation is always up-to-date with our latest research and events material, as well with as alumni company success stories; and work with our research and design team to regularly improve our sponsorship proposals

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 to 3 years, depending on the level of contribution to securing and completing the sale alongside Fast Track's directors. You will receive the total commission due at the calendar half-year after the signing of the contract, providing the opportunity to earn up to an additional c£10k-£20k in commission in the first 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 main 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 in the first year.

If the candidate resigns and is therefore not there to account handle and deliver throughout the year, or the sponsor terminates their contract early, Fast Track will require commission to be refunded on a pro-rata basis e.g. if a sponsor terminates at the end of the 1st year of the contract, the commission from year 2 will need to be refunded back to Fast Track.

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 their sponsorship 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 25 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
- 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)
- 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

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 a 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, to accommodate as many candidates as possible. These interview evenings typically last from 5pm to 8pm, and will include candidates from across the roles.

We 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.