

Director/Head of events & client services

Location: Central Oxford

Reports to: CEO

Salary: £65,000 - £95,000

Type: Permanent/full-time



Oxford-based **Fast Track** is hiring a key member of our senior management team to be responsible for delivering our established annual programme of 30+ highly-regarded invitation-only networking events for the UK's leading entrepreneurs and private companies featured on our league tables, published in association with **The Sunday Times**. They will also be expected to help with the strategic development of the business.

The ideal candidate need not necessarily come from a pure events background, and should be a graduate with a minimum of **5 to 10 years' relevant experience**. They could come from a variety of backgrounds including: organisations focusing on HNW individuals; business networking or membership-based events; PR or investor relations; and corporate broking or wealth management.

To thrive in the role you need to have exceptional attention to detail, a willingness to embrace our culture of continuous improvement, a keen interest in entrepreneurs and strong account handling skills at a senior level.

The role & responsibilities

Initially you will report into the part-time former head of events; and once you have found your feet you will report directly to the founder and CEO. You will be responsible for managing the events team of six; and, in particular, your focus will be on ensuring we maintain the high quality of our guests and also managing speakers and VIPs.

Key aspects of the role will involve:

- **Event management:** ensure our events continue to stand out in a crowded marketplace, particularly in terms of the quality of guests and speakers; and have responsibility for the delivery of our annual event programme and would be expected to attend the majority of our events (no events are held on weekends, half terms or school holidays)
- **Leadership:** manage and motivate a six-person events team, being involved at a detailed operational level with delivery and development of our events
- **Speaker management & VIP schmoozing:** help invite speakers (c40 a year predominantly from our network) and build relationships with them; and be responsible for managing all speakers and VIPs before and at our awards events, including writing concise speaker biographies, invitations and briefings with tailored information, including relevant company financials
- **Delivery to sponsors:** account handle and service our blue-chip sponsors at both the operational level and at the highest senior level; and be responsive to their specific and changing needs
- **Curating guest info:** including producing tailored invitee lists and relevant guest info
- **Supplier management:** build on our existing event supplier relationships, particularly our AV and filming, working together with them to ensure their output is constantly improving
- **Other:** help with new business development, marketing and social media, and ideally event hosting in due course

The candidate

- Graduate with meticulous attention to detail and at least five to ten years' relevant experience, with an ability to manage multiple projects with shifting deadlines
- Proven track record of leading a small team, and managing multiple key stakeholders
- Highly service-orientated with exceptional client handling skills, and experienced at building strong relationships
- Robust, organised, quick to learn and understands the need for continuous operational improvement
- Confident communicator with strong writing and editing skills; who enjoys also networking and engaging with sponsors and is comfortable briefing speakers
- A strong interest in, and knowledge of, entrepreneurs and private companies with some understanding of financial performance of companies and shareholdings

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 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 Lucy Stock or Lizzie Ritz on **01865 297100**.

How the recruitment process will work

- *Telephone interviews*: all relevant candidates will first be telephone-interviewed by a member of the team
- *Assessment for second round*: after the telephone interview, short-listed candidates may be asked to send a sample of your work before being invited 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 **Tuesday 15 January** and **Wednesday 27 February**. These interview evenings typically last from 5pm to 8pm, and will comprise 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 a number of written skills-based exercises (no preparation needed), and a short individual one-on-one interview with a senior team member
- *Follow-up final round interviews*: all final-stage candidates for the 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