

Head/Senior manager of BD

Location: Central Oxford

Reports to: CEO

Salary: £45,000 - £75,000 (OTE up to c£100k)

Type: Permanent/full-time



Oxford-based **Fast Track** is looking for a talented and ambitious B2B business development professional to help research, identify and secure new blue-chip corporate sponsors for our established programmes focusing on the UK's top private companies. They need to have proven experience of successfully selling high-value services to senior board-level clients.

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 **at least five years'** relevant experience in complex B2B consultative 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 are from their service providers. Ideally, candidates will have B2B BD sales experience in the UK within consultancy, research or publishing; or in related sectors such as headhunting or financial services.

The role & responsibilities

- Conduct targeted prospecting and smart, detailed research into relevant potential sponsors, to secure meetings with senior decision-makers including: inviting them to and hosting them at our seven annual awards dinners or 20 alumni dinners; proactively attending both competitor and industry events; and 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, clear sponsorship proposals
- 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 as with 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).

Salary & commission

This role has a high base salary of up to £75,000 p.a. to reflect the consultative and research-based nature of BD sales at Fast Track, with the opportunity for OTE of £100k+ in year 1 with 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 receive OTE of £100k+ in the first year of employment.

See below for illustrated examples:

Example 1

£75,000 (base salary – based upon experience)

+ £9,750 (2.5% shared commission on a two-year main level sponsorship at £195,000 p.a.)

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+ £6,500 (5% of a two-year award level sponsorship at £65,000 p.a.)

= £101,000 OTE in year 1

Example 2

£75,000 (base salary – based upon experience)

+ £19,500 (5% of a two-year main level sponsorship at £195,000 p.a.)

+ £6,500 (5% of a two-year award level sponsorship at £65,000 p.a.)

= £101,000 OTE in year 1

If the candidate resigns 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