

# OXYGEN DIGITAL

## R E C R U I T M E N T

### **Specialist Consultant (Contract)**

#### **Overview**

Oxygen Digital is a highly specialised recruitment consultancy focused on the Artificial Intelligence & Data Science industry across Europe. Our vision is to be recognized as the most influential provider of Artificial Intelligence specialists globally within 5 years.

Over the past 12 months we've seen an incredible response from the market looking to work with true specialists in such an evolving & developing technology space that as we enter year 2, we're now looking to double in size with Specialist Consultants focused on building their desks across Germany, Switzerland & the Netherlands.

#### **Duties & Responsibilities**

As a Specialist Consultant your core areas of responsibility will include:

- Daily engagement with new clients, forming outstanding relationships for the future and ensuring that we continue to be seen as the most exciting specialist consultancy across Europe.
- Close working relationship with the Delivery team who work tirelessly to generate the product for you to sell.
- Ongoing development of candidate relationships following introduction from the Delivery team.
- Ongoing market research to identify interesting new business' in the market.
- Cold calling and carefully crafted introductions to the key heads of businesses within the relevant organisations.
- Contractor management, ensuring that you create great relationships with your contractors that ensure repeat working relationships.
- Full administrative support for each contractor, providing guidance on taxation, compliant solutions & relocation support to ensure that we provide an unrivalled service.
- Involvement within industry events and meetups across Europe to help grow the Oxygen Digital brand, network with industry leaders and meet new candidates to help grow your pipeline for the future (for example in 2018 we were the Lead Recruitment Sponsors of the World Summit AI in Amsterdam which everyone in attended)
- Regular business travel to ensure Oxygen Digital is represented onsite at our customers offices whilst spending time with candidates to ensure ongoing relationships are being built.
- Full responsibility for Client entertainment budget, ensuring that you manage your expenses and work within the limits set.
- Responsibility to develop and grow your technology knowledge, sharing your expertise with the rest of the team & starting to be seen as a thought leader in this space.

## **Your Experience**

- At least 2 years recruitment experience ideally within a technology / IT field or alternatively similar markets such as Financial Services or Life Sciences.
- Proven track record of consistent sales.
- Passion for learning and self-development.
- Be an outgoing person who loves being part of a small team.
- Have a desire to work in a startup sales environment.

## **What does Oxygen Digital offer?**

- Market leading commission structure.
- Clearly defined career path with clear targets and competencies that are personal to you.
- 20 days holiday + an extra day with every year of service + the office will be closed from Xmas Eve – New Years.
- Chance to travel – if you're travelling on business why not go on a Friday? You will get two ODR travel passes to use per year. These can be traded in for 2 nights extra in a hotel so you can take a friend whilst we'll extend your flights to the Sunday.
- Annual company holiday for the top performers in the business.
- Free gym membership and extended lunches to use it.
- Private health insurance for Senior Consultants.
- Opportunity to work in cool, modern offices right in the heart of Chelmsford complete with putting green, beer fridge and unlimited prosecco!