

Senior Specialist Recruitment Consultant – USA

Overview

Oxygen Digital is a highly specialised recruitment consultancy, focused on the global Artificial Intelligence & Data Science industry.

ODR is split into three key business areas, Sales, Customer Success, and Talent. We work on a 'quality over quantity' principle to ensure that our consultants have the most effective and efficient opportunities for financial success, and encourage innovation and career progression.

Due to our continued success in Europe, we are now branching out to the USA and seeking an experienced 360 recruiter with previous practise in the US market.

This is a fantastic opportunity for an established recruiter to build a desk within the thriving American AI & Data Science markets. The USA team will be fully remote with the Senior Consultant initially being tasked with building client relationships and frameworks from the UK. Once established, the next step will be to onboard a remote Sales team in strategic locations across the USA (New York, Boston, San Francisco, Miami, and Houston).

Long term, you can choose to relocate to the USA or remain WFA; with the continued support of a centralised Talent team and remote Sales Consultants, we are able to grow in multiple locations across the region at speed.

Working hours for this role will be 13.00 – 22.30 GMT.

Duties & Responsibilities

As a Senior Specialist Recruitment Consultant, your core areas of responsibility include but are not limited to:

- Daily engagement with new clients, business development, forming outstanding relationships, and continually representing ODR as the most exciting specialist consultancy
- Taking existing brand relationships and frameworks to the USA
- Continued development of candidate relationships, building a deep, specialised network within the USA
- Ongoing market research to identify interesting new businesses in the market
- Cold calling and carefully crafted introductions to the heads of businesses within the relevant organisations
- Working closely with our Marketing Executive to create localised campaigns that drive success
- Continued development of technology knowledge, sharing your expertise with the team, and starting your journey as a thought leader in this space

Your Experience

We want you to have:

- Previous recruitment experience working a 360 desk within the US market, ideally within the IT/ technology sector, but we are open to other sectors providing you have experience in the USA
- Proven experience of creating business relationships from scratch, as well as being able to build large-scale, multi-contact accounts

- Passion for learning and self-development
- An outgoing personality, with the ability to work comfortably within a team, and independently
- Excitement for the prospect of helping to build a 'working from anywhere' framework, which will include hours outside of the 'standard'

What does Oxygen Digital offer?

- A market leading commission structure
- Clearly defined career pathways, with targets and competencies personalised to you
- In-depth, ongoing training to invest in your future success with us
- 20 days holiday with an extra day added with every year of service, the office is also closed between Christmas Eve and the New Year
- Opportunities for travel
- Annual company holiday for the top performers in the business
- Free gym membership and extended lunch breaks to use once a probationary period is passed
- Cycle to work scheme
- Private health insurance
- Modern office space a stone's throw from Chelmsford Station
- Ability to work remotely when required, to ensure your desk thrives regardless of your current situation

If you believe that you are the best candidate for this role and would like to find out more about this amazing opportunity, please get in touch by sending your CV to Louise:

Louise.Devaux@oxygendigital.ai

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