

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.

This is an exciting opportunity for a tenacious salesperson to join our Sales team and develop into a 360 Specialist Sales Consultant within the most influential and successful market of our generation. Our current market domains are Life Sciences, Financial Services, Energy, and eCommerce; you will have the opportunity to progress into one of these markets.

You will receive full internal and external training on both your recruitment skills and the AI & Data Science field, to ensure you are given the best tools to be at the top of your game.

Duties & Responsibilities

Initially starting in a Talent role focusing on candidate delivery for existing live roles, 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
- Mapping and tracking candidates on a long-term basis
- Cold calling and carefully crafted introductions to the heads of businesses within the relevant organisations
- Ongoing market research to identify interesting new businesses in your domain
- Continued development of candidate relationships, building a deep, specialised network
- Continued development of technology and market knowledge
- Initially working with other areas of the business, until you eventually develop your own billing desk and build up your own plethora of clients

Your Experience

We want you to have:

- 1-3 years of experience within Sales or 6+ months in Recruitment, everything else we can teach you! Ideal candidates coming from non-recruitment related experience, would have proven experience in a B2B environment.
- A keen interest in working for an innovative scale-up company
- Good written and verbal communication skills
- Passion for learning and self-development
- A-Level or Degree educated
- An outgoing personality, with the ability to work comfortably within a team, and independently

What does Oxygen Digital offer?

- Full investment in you, with the chance to work in the fastest growing, most influential industry of our generation (AI & Data Science)
- A market leading commission structure
- Clearly defined career pathways, with targets and competencies personalised to you
- 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 and flexibility to extend your stay with our ODR Travel Passes
- Working from home options as you become more established and are on and above targets

- Free gym membership and extended lunch breaks to use once a probationary period is passed
- Cycle to work scheme
- An array of social events including, Incentive trips, Yearly team building events, Lunch clubs and much more
- Modern office space a stone's throw from Chelmsford Station

If you believe you are the best candidate for the job and would like the opportunity to interview for this amazing opportunity, please get in touch by sending your CV to Louise:

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