

Fractional Sales Director

Description

[Exec Capital](#) is supporting a specialist technical recruitment business in the search for a Fractional Sales Director to help drive commercial growth and business development activity.

Our client operates within the offshore engineering sector, supporting major oil & gas and renewable energy organisations with highly specialised geo-technical engineering recruitment solutions.

This is an excellent opportunity for a commercially focused sales leader with experience in technical recruitment, offshore energy, engineering services, or related sectors.

The Opportunity

The founder is highly technical and exceptionally strong in client delivery, relationship management, and identifying the right technical solutions for customers. The business now requires an experienced sales professional to lead and strengthen business development activity, open new commercial opportunities, and build a more structured sales approach.

The role is fractional in nature and initially expected to require approximately 1 day per week, although candidates capable of adding greater strategic and commercial value over 2-3 days per week would also be of interest.

Responsibilities

Key Responsibilities

- Develop and execute a targeted business development strategy across offshore energy markets.
- Generate new client relationships within oil & gas, offshore engineering, and renewable energy sectors.
- Identify and convert recruitment opportunities with EPCs, engineering consultancies, operators, and technical service providers.
- Support the founder in building a scalable commercial pipeline and sales process.
- Leverage existing industry relationships and networks to accelerate growth.
- Attend client meetings, industry events, and commercial discussions where appropriate.
- Work closely with delivery teams to ensure strong alignment between client requirements and recruitment execution.
- Provide strategic input around market positioning, pricing, and growth opportunities.

Qualifications

Candidate Profile

We are particularly interested in speaking with candidates who possess:

Hiring organization

Exec Capital

Employment Type

Part-time

Beginning of employment

1st July 2026

Duration of employment

Perm

Industry

Engineering

Job Location

London, South East, United Kingdom

Working Hours

9-5

Base Salary

£ 600 - £ 750

Date posted

June 3, 2026

Valid through

30.06.2026

- Strong business development and sales leadership experience within:
 - Technical recruitment
 - Offshore engineering
 - Oil & gas services
 - Renewable energy recruitment
 - Specialist engineering staffing
- Existing industry relationships across offshore energy markets.
- A proven track record of winning and developing recruitment or engineering services accounts.
- Experience operating in entrepreneurial or SME environments.
- The ability to work autonomously in a fractional or consultancy capacity.
- Strong commercial instincts combined with a hands-on approach.

Job Benefits

Engagement Structure

- Fractional / Part-Time engagement
- Initially expected to be approximately 1 day per week
- Flexible structure with scope to increase involvement depending on commercial traction and business needs
- Compensation expected to include a combination of fixed retainer/day rate and performance-based commission