

Berwick Rangers Football Club

Job Title: Commercial Manager

Reporting to the Chairman, the successful candidate will have overall responsibility for the running of the Commercial Department at the Club. The role will typically involve, but not be limited to, the following tasks:

Standard Commercial Duties

- Responsible for meeting budgeted sales targets set from time-to-time by the Board;
- Responsible for the sale and co-ordination of all Match sponsorships; and Matchball sponsorships;
- Responsible for the sale of and co-ordination of all Player sponsorships and Matchday Hospitality packages;
- Responsible for the sale and co-ordination of all Website and Matchday programme advertising (including the Match Programme sponsorship);
- Responsible for the sale of Corporate Hospitality both on a season-long and match-by-match basis;
- Responsible for the sale of Internal Advertising Boards and social media sponsorship;
- Responsible for the sale of Club1881 Membership Packages;
- Responsible for maintaining good relations with all the Club's Commercial Partners and Sponsors associated with the above sales at all times ('Account Managing');
- To work closely with the board in securing 'Major Sponsorships' for the Club (i.e. front of shirt sponsor for the First Team, back of shirt sponsor for the First Team, a Stadium Naming Rights sponsor and a Stand sponsor for each stand);
- To organise and assist in the sale of Cabaret Shows, Sportsman's' Evenings and other dinners in the JB Lounge
- Developing new business;

Matchday Duties

- To engage with the Club's Commercial Partners and Sponsors to ensure all their matchday needs are met; and
- To work in conjunction with the Club's Matchday Host, to communicate details of the 'Man of the Match' winner to all relevant parties.

Key Relationships

- Chairman, Football Club Board, Community Foundation and relevant Football Club Personnel

Hours of Work

- Availability on match days at home and other stadium ran events excluding speedway.

Other

- Valid full (UK) drivers' licence

Salary

- The position is appointed on a part time voluntary basis however will include a commission structure

To apply please send CV plus a covering letter including why you would be the suitable candidate for the role, your previous experience and salary expectations to Lesley Hood (HR Manager) gordles@hotmail.co.uk

Closing date is Wednesday 19th August 2020

Berwick Rangers FC is an equal opportunities employer and welcomes applications from all sections of the Community