



Commercial Manager Job Description

Reporting to the Board of Directors through the Managing Director (MD), the Commercial Manager will have overall responsibility for the delivery of the Commercial budget at Accrington Stanley Football Club.

The role will typically involve, but not be limited to, the following 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, player sponsorships, match ball sponsorships, programme sponsorships and all other 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 matchday hospitality packages both on a season-long and match-by-match basis.
- Responsible for the sale of perimeter advertising boards and digital scoreboard advertising.
- Responsible for the sale of all non-perimeter advertising boards.
- Responsible for the sale of Hospitality Lounge Season Ticket 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.
- Responsible for liaising with and handling all English Football League (EFL) Commercial matters.
- To work closely with the MD in securing major sponsorships for the club, such as front of shirt sponsor for the First Team, back of shirt and shorts sponsor and training kit sponsorship for the First Team, Under-23s Team, Youth Team and Academy teams (U8-U16) shirt sponsorship.

Hours of Work

Your normal hours of work will be Monday-Friday from 9am until 5pm, with a one-hour lunch. You will occasionally be required to work voluntary additional hours over and above your normal

weekly hours, when authorised and as required by the needs of the business. You do not qualify for overtime payments as allowance for such is incorporated within your existing salary.

Holidays

20 working days' holidays during a calendar year, plus eight statutory bank holidays.

Salary

Accrington Stanley Football Club will offer a competitive salary to the right candidate.