



NORTHAMPTON SAINTS

Commercial Partnerships Placement

JOB DESCRIPTION

REMIT:

Northampton Saints are seeking an outstanding candidate for an exciting 3rd year placement ('sandwich placement') within the Commercial Partnerships team for the 2018/19 Premiership Rugby season. The role will provide the successful applicant with a unique opportunity to learn and gain practical experience whilst operating in a world class commercial sales environment.

The purpose of the role will be to provide integral support to the Commercial Partnership team, whilst furthering your education and experience. The nature of the department will mean that the successful candidate will receive hands-on experience in a fast-moving sponsorship environment.

The role will be fulltime, ideally starting in June 2018. The candidate will be required to work some weekends and evenings for matches and events, as required.

The candidate for this position will be required to have an excellent work ethic and will thrive working as part of a team. Personality is key in the environment, with the ability to confidently and effectively communicate in person, on the phone and via email, fundamental to success.

It is desirable that current levels of knowledge include a good understanding of sports sponsorship and a basic understanding of the rugby market.

Main Responsibilities:

- Collect quantitative and qualitative data from partner and club campaigns
- Perform market analysis and research
- Manage and update partner rights delivery database
- Prepare prospective partner presentations
- Attend Northampton Saints events to assist in:
 - Hosting key partners
 - Ensuring delivery of rights
 - Supporting all Commercial Activities
- Deliver partner rights (e.g. player appearances, content for social posts, emails, publications)

- Christmas Party Booking Administration to include; adding bookings to Opera, processing booking forms, sending confirmation, processing payments, collating menu choices, beverage pre-orders and table plan formulation

Requirements:

- Strong desire to learn, along with professional drive
- Exceptional organisational skills
- A professional and friendly telephone manner
- Excellent verbal and written communication skills
- Ability to work under pressure and to deadlines
- Excellent knowledge of MS Office
- Passion for the sports industry and its best practices

If you meet the above criteria and want the opportunity to be an integral part of a department working at the forefront of professional sport then please e-mail a covering letter and CV to ulundimakhanya@northhamptonsaints.co.uk

Application deadline: 5pm on 29th June 2018