



NORTHAMPTON SAINTS RFC

COMMERCIAL PARTNERSHIPS EXECUTIVE

JOB DESCRIPTION

Department

Commercial Department

Reports to

Head of Commercial Partnerships

Location

cinch Stadium at Franklin's Gardens

BACKGROUND:

Northampton Saints is one of Europe's leading professional rugby clubs. It has a proud tradition as a club going back over 140 years and in the modern era of professionalism has consistently performed at the highest level, winning both the key European and English Championships.

The Club has also been highly successful in its off-field activities with a wide ranging commercial strategy supported by infrastructure investment to ensure cinch Stadium at Franklin's Gardens has become not only a fantastic elite rugby ground, but also a leading multi-purpose events facility.

For more information visit: www.northamptonsaints.co.uk.

REMIT:

To provide excellent client management for current partners and sponsors; cultivating an environment that encourages sponsorship renewals and additional sponsorship spend.

To proactively encourage partner activation, regularly report back to partners on their return on investment and facilitate a positive relationship which encourages revenue growth.

PRINCIPAL RESPONSIBILITIES:

Client Management

- Ensure best-in-class partner servicing for existing and new partners, to support the creation of long-term relationships
- Be a key contact for all Partners and Sponsors and lead on ensuring delivery of rights and activation.
- Respond to all client questions and queries in a timely manner.
- Evaluate and analyse commercial partnerships, constantly seeking ways to grow the value of such relationships

- To proactively create opportunities to upsell commercial partnerships, with innovative and relevant activation opportunities
- Be a contact for commercial activity with Premier Rugby Limited (PRL), European Professional Club Rugby (EPCR) and other stakeholders as required
- Forge and maintain a professional working relationship with the playing department to ensure that all player and coaching staff interactions and appearances are efficient and effective.

New Business

- To support the commercial partnerships team, in all areas of new business generation.

PERSON SPECIFICATIONS:

- Experience of sponsorship
- Ability to work autonomously and be held accountable
- High standards around rights delivery and customer satisfaction
- Excellent interpersonal skills and first-class customer engagement skills
- Able to generate and execute creative content ideas
- Positive and resilient, able to balance multiple priorities and remain focused
- Personal circumstances must allow the candidate to work extended hours on occasion during times of peak activity including evenings and weekends
- Understanding of rugby and its environment would be advantageous

General

- Work effectively and proactively with all areas of the business, to support the commercial agenda
- Keep up-to-date with market research and insight
- Perform other duties as reasonably requested in the context of the role, or as directed by the Commercial Director or Head of Commercial Partnerships

OTHER:

- The role description, person specification, role grade and role title may be subject to change at the discretion of Northampton Saints and in accordance with business developments. Any changes will be communicated to the role holder as appropriate.
- Northampton Saints is an equal opportunities employer and would welcome applications from a fully diverse range of candidates, regardless of age, gender, ethnicity, sexual orientation, faith or disability.
- All role holders must maintain an appropriate standard of confidentiality. Any disclosures of confidential information (including personal information kept on computer or other media) made unlawfully outside the proper course of duty will be treated as a serious disciplinary offence.

APPLICATION:

Hours: Full time, will include evenings and weekends

Contract Type: Permanent FT

Salary: Competitive

Please send CV and covering letter by email to recruitment@northhamptonsaints.co.uk, stating "Commercial Partnership Executive" in the subject line before 5pm on Monday 10 January, 2022.

If you are interested in joining the team at Northampton Saints, don't wait to submit your application. We apply a continuous selection process and the job post will be open until the position is filled.