



NORTHAMPTON SAINTS

COMMERCIAL PARTNERSHIPS EXECUTIVE

JOB DESCRIPTION

Job title:	Commercial Partnerships Executive
Reports to:	Head of Commercial Partnerships
Direct reports:	n/a
Nature and scope:	To maximise the value of existing commercial partnerships and assist all areas of the Commercial Partnerships department
Location:	Franklin's Gardens, Northampton

BACKGROUND:

Northampton Saints is one of Europe's leading professional rugby clubs. It has a proud tradition as a club going back over 100 years and in the modern era of professionalism has consistently performed at the highest level, winning both the European and English Championships. The Club has also been highly successful in its off-field activities, both developing its infrastructure into one of the best dedicated rugby grounds in the country as well as being the only English Premiership Rugby Club to have been profitable for 16 years from 2000 to 2016. 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 create templates, processes and procedures that help in the delivery of excellent client management.
- To create templates, processes and procedures that provide regular reporting to Partners and Sponsors.
- To proactively create opportunities to upsell commercial partnerships, with innovative and relevant activation opportunities.
- Be a key 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.

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.

To apply, please email your CV to Partnerships@NorthamptonSaints.co.uk. The closing date for applications is midnight on Thursday 20th August.