

Task Descriptions



Title: England Touch Association Leagues Manager (ETALM)

Role purpose:

To develop, promote and implement the England Touch Associations new league's franchise model across England. To take the franchise model of the ETA leagues and engage with multiple interested stakeholders in order to set up the model in multiple locations across England. In order to do this you will need to target a range of strategic, funding and delivery partners including:

- Current supporters (ETA members: individual and clubs)
- New supporters (from outside of the current ETA family - Strategic regional and National partners)

You will build on the successes to date and leverage the support available from Directors, Non Executives, colleagues and existing supporters to meet our ambitions both regionally and nationally.

Experience:

- A minimum of 2 years of sales or marketing (or equivalent) experience required

Qualifications: Educated to Degree level or equivalent.

Hours required: Various – approx. 3-5hrs per week

Reports to: Development Director

Line Management: None at this stage, but with organisational growth this could change in order to take on an assistant. It is anticipated that the Leagues Manager would work closely alongside Development Director, COO and Sponsorship Manager to fulfil their duties.

Locations: Working from home.

Contract type: 1 year (rolling) term for successful candidate.

Salary: Voluntary role, expenses paid if applicable. However ETA would offer the role on a commission basis with an incentive for the Leagues manager to receive commission for every new league established within England. It's estimated that each new league signed up, ~£200 would be offered as incentive to the successful candidate.

Key Duties & Responsibilities

- Current supporters (ETA members: individual and clubs)
- New supporters (from outside of the current ETA family - Strategic regional and National partners)

Current Supporters:

The ETA currently has +2500 individually registered players regularly competing from across our 100+ registered clubs, within 30 separately registered leagues around the county. This represents our work within Community Clubs, Schools and Universities across England. This role would engage with these stakeholders in order to grow new opportunities for new leagues to be established across the country. To grow this figure of 30 leagues franchises, to at least 50 new franchises in the first 18 months.

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New Strategic Supporters:

To research new and potential areas (both sector, partner and geographic) for new ETA leagues to be franchised and developed. Looking across the sporting and community sectors to establish new relationships with potential new partners i.e. professional and amateur sporting clubs, private companies, statutory partners, colleges, social enterprises and within the third sector. To use these new relationships to establish a minimum of 20 new leagues from within this pool of stakeholders across England within the first 18 months.

Person Specification:

Knowledge and Experience

Essential:

- A proven track record of successfully selling or engaging others in your work, with financial outcomes.
- Experience of researching income opportunities, identifying and presenting new prospect opportunities.

Desirable:

- Experience of remote working
- Being a self starter
- An interest in sports development and/or the game of Touch

Skills and Attributes

- Excellent verbal and written communication skills
- Strong interpersonal skills
- Proactive and confident in using own initiative
- Persistent work ethic
- Creative thinking and problem solving
- Good networking skills
- Ability to manage and prioritise own workload

How to apply

To apply please send a CV and covering letter, which clearly explains what your skills and experience will bring to this role, to England Touch Associations Development Director on Development@englandtouch.org.uk

Closing Date for Applications: Midnight Sunday 18th November 2018.. Phone interviews for short-listed candidates will follow.

For an informal chat please feel free to get in touch with Ian Boyd on 07814968210 or Development@englandtouch.org.uk

