



Partnership Executive – up to £19,000

Job title – Partnership Executive

Role

Coventry Rugby are looking for someone to join our growing commercial department. The successful candidate will support our Head of Commercial Operations with the management of our growing number of club partnerships. The role presents a fantastic opportunity to join a sport organisation that is embarking on an exciting period of growth.

The role requires the successful day-to-day management of partner relationships and also the selling of match-day hospitality. You will be required to attend all home match days plus a number of club and partner events. The club offers a reward-based bonus scheme that provides you the opportunity to be recognised and rewarded for your hard work. The successful candidate must be driven, a great relationship builder and have a track record for in sales.

Key responsibilities

- Day-to-day management of commercial partner relationships to ensure all contractual obligations are met
- Greet and interact with commercial partners when they attend club events and match days
- Day-to-day management of commercial supplier relationships to ensure all contractual obligations are met
- Sell match-day hospitality packages
- Sell stadium branding packages
- Support the Head of Commercial Operations in developing new commercial offerings
- Support Head of Communications in the marketing of all hospitality and commercial offerings
- Carry out any other duties and tasks required by the Head of Commercial Operations, which are within the post-holder's capabilities
- Assist in Coventry Rugby achieving our vision of becoming more than a rugby club to be an organisation that uses the power of sport to change lives for the better

Person we are looking for

- Passionate about delivering exceptional customer experiences
- Ability to thrive in a fast-paced, hard working environment
- Confident presenter with proven sales skills
- Excellent relationship builder
- Enjoys a flexible work week – successful candidate will be required to work match days and some evenings
- Valid UK driving license

Closing date for applications is Friday 13th September with interviews on Tuesday 24th September.