

LONDON STADIUM
COMMERCIAL DEPARTMENT ROLE PROFILE
COMMERCIAL PARTNERSHIPS MANAGER



THE WORLD'S STAGE

RESPONSIBLE TO: Head of Commercial
SALARY RANGE: £35-£40K basic OTE £45k-£50k
TERMS: Full-time role subject to a 3-month probationary period.

RELEVANT GENERAL OBJECTIVES

- To develop, implement and manage the commercial partnerships function at London Stadium
- Pro-actively source new commercial partnerships
- Develop new business opportunities
- Develop and deliver compelling partnership proposals
- On-going management of sales leads to help London Stadium achieve its annual business objectives and revenue targets
- Protect, enhance and further develop the London Stadium brand and its values
- Build and maintain positive working relationships with commercial partners, prospects, agencies, stadium event owners and our wider stakeholder network

SPECIFIC ROLE PROFILE

Budgets

- Develop an annual budget plan with the Head of Commercial

Strategy

- Develop an annual commercial partnerships strategy for London Stadium
- Produce a monthly report for the Head of Commercial highlighting progress and issues with reference to the strategic plan

Stakeholders

- Build and maintain positive working relationships with the West Ham United and UK Athletics commercial teams
- Maintain close working relationships with the stadium owners; E20, London Legacy Development Commission and London Borough of Newham

Partnership delivery

- Ensure flawless delivery of commercial partnership rights
- Network with commercial partners to strengthen relationships and identify partnership development opportunities

General

- Support other departments as required

Person Specification

Experience

Essential

At least three years experience in a comparable role with a demonstrable track record of success

Experience of developing relationships with key decision makers at multinational brands

Project management experience is advantageous with clear evidence of delivery within tight timescales

Experience of contract management

Experience of presentation delivery (business to business sales)

Desirable

Three years experience in a comparable role at an established sporting venue with a demonstrable track record of success

Knowledge and skills

Essential

A confident communicator

Ability to multi-task under deadline pressure

Highly organised and able to manage multiple projects

Desirable

Relevant academic achievement

Experience of line management

Personal qualities

Essential

Highly-motivated self-starter

Natural networker

Commitment to continuous professional development

Other requirements

Essential

Willing and able to work unsociable hours including evenings and weekends as necessary

Willingness to travel as required

A full UK driving license

How to apply

If you are interested in this role, please send your CV and a covering letter to customerservice@londonstadium185.com by 5pm on Monday 6 February. Interviews will take place the week commencing Monday 13 February.