



Commercial Manager BaseballSoftballUK

Job Pack

Commercial Manager, BaseballSoftballUK

BaseballSoftballUK is looking to recruit a new full time permanent member of staff to lead on our commercial work.

Baseball and softball in the UK have come a long way in recent years, nearly trebling the number of regular players to 24,000 today. With both sports returning to the Olympic Programme in 2020, Major League Baseball running engaging events in this country and investment into the sports from Sport England, this is an exciting time for the sports.

The role would be well suited to someone who loves relationship building and developing new commercial concepts. There's no need for you to have an interest in our sports, but a passion for what we're doing is essential.

Reporting directly to the CEO, you will need to be organised and creative. You'll be asked to oversee existing commercial relationships, while building new ones. You'll need to be prepared to create and deliver on a commercial strategy.

BaseballSoftballUK has a handful of important corporate clients, some as people for whom we run corporate softball through our Hit the Pitch programme, some suppliers and some stakeholders. We hope that this role will enable us to develop new relationships with advertisers, sponsors and national funding partners. The new Commercial Manager will also help us create new concepts for commercial events and activities.

BaseballSoftballUK is a fun organisation to work for with a small team of committed and passionate sports developers. We are looking for someone who will bring a corporate professionalism and to the team. We turn over just shy of £1mil a year, 70% of which is from government and lottery funding. The work of this new person will be directed to reduce this percentage by increasing revenues.

Skills

The role combines client servicing with new business and commercial activity aspects of work. We are after someone who has experience managing client relationships, who is **personable**, **friendly** and **organised**. The role suits someone looking to take on a new challenge. The ideal candidate will have experience with **client management**, be able to **professionally manage concurrent relationships**, have experience of **pitching for new business** and come with **creative ideas**. Good presentation skills and an ability to make a professional pitch (including collateral) are desired skills.

Details

Title: Commercial Manager

Responsible to: CEO

Term: Full Time, Permanent

Location: BaseballSoftballUK's Central London Office, Borough.

Pay Range: £31k - £38k salary, with London weighting, a contributory pension, flexible working hours and generous holiday allowance.

Key Responsibilities

1. To manage corporate relationships through an organised and systematic system of relationship management.
2. To seek new partnerships with private sector organisations, managing all aspects of the journey - from identification through scoping, pitching and contract phases.
3. To create and deliver on a corporate relationships strategy in line with BaseballSoftballUK's organisational aspirations, seeking opportunities to deliver corporate softball, sponsor, sell, advertise or partner with BaseballSoftballUK.
4. To manage the relationships with key suppliers, advertisers, sponsors and corporate partners. To develop new opportunities to partner with service suppliers.
5. To develop new revenue streams within the business, e.g. new events, new approaches, membership schemes, etc.
6. To support the CEO in the development of the business.

Indicative KPIs

- Revenue generated through corporate relationships.
- Revenue generated through the delivery of corporate softball events.
- Sponsorship and advertising revenue.
- Revenue generated from suppliers.
- Number and quality of corporate relationships.

The Team

In addition to the Commercial Manager, BaseballSoftballUK employs a staff team of 10. This is made up of five Development Managers, two Heads of Department for Operations and Development, a Finance and Governance Officer, a Marketing and Events Officer and the CEO. These are supported by several other freelancers, contractors and national volunteers.

Why Work for BaseballSoftballUK?

- *It is fun.* Like the sports that we are here to develop, BaseballSoftballUK is a fun organisation.
- *It is rewarding.* A desire to build a brighter future for our sports is shared between all involved – from the board of directors to the staff and national volunteers – all working towards our vision of 'Played in Every Park'. There is a great deal of potential within the sports that we are all working to realise.

- *It is a great time to be involved with the sports.* Baseball and softball are booming – with the number of participants having nearly tripled in the last decade. This is an exciting time to be employed in the sports thanks to Sport England funding, an opportunity for the national teams to qualify for the Olympics in 2020 and Major League Baseball events coming here.
- *Never a dull moment.* The role is varied – no two days will be the same. There's scope to develop the role and help the organisation reach the next level.
- *Build your network.* You will be working with a wide range of companies, meeting new people and exploring new opportunities.
- *Flexible working policy.* We operate a progressive Flexible Working Policy that allows you to manage your work responsibilities and own time.

Key Dates

The deadline for applications will be end of day on Tuesday 29 August 2017.

Interviews are likely to take place from Monday 11 September 2017.

To Apply

Applications should be made online by clicking [here](#). You will be asked to provide information about your background and education as well as providing us with a personal statement.

For more information, please contact the BaseballSoftballUK Office on +44 (0) 20 7453 7055 or info@bsuk.com.

