

Volleyball England - Lead for Commercial

Term: 4 years from 2022 AGM

Responsible to: Finance Strategy & Risk sub group

Remuneration: This is a voluntary role. Any reasonable out of pocket-expenses will be met in accordance with the Association's Expenses Claim Policy.

Closing Date: 10th June 2022

The Lead for Commercial will have a specific remit in the next 1-2 year to increase revenue via sponsorships, grants and donations to maximise the impact of The Game Plan. Target areas include, competition, leagues and events sponsorships, donations and grants to support work around tackling inequalities through the Volleyball England Foundation.

Your role will expect you to develop a working group to:

- Seek out and capitalise on opportunities to enhance and expand the sources of income into the sport of volleyball outside of Government core funding (such as grants, commercial opportunities and donations)
- Pro-actively seek and manage sponsorship opportunities within all disciplines of the sport (liaising with the other working groups as appropriate)
- Obtain regular feedback on the activity of the working group to ensure it meets the changing needs of our customers (the volleyball community) and assists in the delivery of the Game Plan
- Target income generation that supports the creation of innovative and dynamic competitions and products that lead the way in engaging new and existing participants and volunteers in volleyball whilst also generating a commercial return
- Support to regional / county associations and Clubs on funding ideas and opportunities as requested from time to time
- Collaboration with other Working Groups, sub group and Hub activity as agreed from time to time

Key skills, experience and qualifications required:

- Have a commitment to supporting the strategic direction of Volleyball England;
- Have an awareness, understanding, and appreciation the needs of the Volleyball England membership and in particular Coaches
- A willingness to work collaboratively with the sub group and Board
- Excellent communication and interpersonal skills - handles complex and difficult situations with thought and confidence

How to Apply:

[Download and complete the application form](#) and submit to governance@volleyballengland.org

For the purposes of this voluntary position, the person appointed is required to be a member of Volleyball England as defined by the Articles of Association. The applicant will need to be nominated for this position and duly seconded by members of Volleyball England.