ROLE DESCRIPTION - LEAD FOR COMMERCIAL & INCOME

**Term:** Four years from the AGM when elected.

**Responsible to:** The FSR 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**: Monday 19th June 2023.

The Lead for the Commercial & Income Working Group will have a specific remit to positively impact all areas of Volleyball England and Game Plan strategy through commercial development and income diversification.

**General responsibilities:**

* Lead the implementation and/or development of any specific projects as defined by the relevant Sub Group, by acting as Chair to the Working Group.
* To bring together a group of willing and skilled individuals that facilitate the development and delivery of the work of the Working Group.
* Shall keep the Sub Group, that formed it, up to date and provide expert recommendation on substance changes to relevant rules, regulations and policies.
* Make sure that minutes are taken as a record of each Working Group meeting and shared with the relevant Sub Group.
* Work closely with the relevant Sub Group Chair and the CEO, and provide advice and support in the implementation of the annual operation plan.
* Play an active part in helping the associated Sub Group to deliver against its own strategic objectives
* Make sure the Working Group’s activities reflect the vision, values and culture of Volleyball England.
* Encourage consideration of equality, diversity and inclusion in the work of the Working Group.
* Ensure the Working Group’s Terms of Reference as (laid out in the Framework) are followed.

**Specific responsibilities[[1]](#footnote-2):**

* 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 Last updated
* Collaboration with other Working Groups, Sub Group and Hub activity as agreed from time to time.

**Key requirements:**

* To have relevant and appropriate commercial and income diversification experience, ideally within a sports setting.
* A clear understanding and previous experience of business development, financial management, projects and customer management.
* To have an awareness, understanding, and appreciation of the needs of the Volleyball England membership.
* To have proven leadership and people skills.
* To apply the Volleyball England guiding principles.

**How to Apply:**

**Download and complete the application form and submit to** [governance@volleyballengland.org](mailto: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 our Articles of Association.**

**END.**

1. Taken from the Framework Document [↑](#footnote-ref-2)