



PARTNERSHIP EXECUTIVE

PURPOSE OF THE JOB

As partnerships executive, you will be responsible for the day-to-day management of a large proportion of NCCC's and ECB sponsorship partners. Client relationships will be paramount for success in this role, and you will need to ensure client inventory is delivered as per agreed sponsorship contracts, and successfully demonstrate the positive impact of their partnership with us, on their business. Whilst continuing to grow existing relationships, you will also identify new partners and new ways for us to deliver value to our partners which will result in increased commercial revenue.

SAFEGUARDING STATEMENT

Northamptonshire County Cricket Club is committed to safeguarding and protecting the children and young people we work with. As such, all posts are subject to a safer recruitment process, including the disclosure of criminal records and vetting checks. We ensure that we have a range of policies and procedures in place which promote safeguarding and safer working practice across our services.

KEY RESPONSIBILITIES

- Ensure the coordination and delivery of sponsorship right in a swift and timely manner.
- Manage ticket requirements across our partners
- Manage matchday inventory delivery and activation
- Research new ways to deliver value to partners
- Research and reach out to new potential partners
- Support the Head of Commercial in annual sales targets
- To assist in putting together sponsorship proposals for new and existing partners
- To assist in producing end of season impact reports, demonstrating the success of partnership for our partners
- To assist in putting together partnership contracts for new and existing partners
- Ensure regular meetings take place with all partners
- Collate artwork as required from sponsors for both print and digital means
- Liaise with signage partners to ensure branding within the ground is current and in good condition
- Updating of our partner CRM system, ensuring all information is kept current and accurate
- Undertake any other roles within the commercial team as required by your manager
- Arranging and planning of 1878 Business club networking events
- Support on club Golf Day and any concerts as well as partner management and welcoming on matchdays.
- Ensure corporate visits are completed with players throughout the year and at all white ball fixtures.





- Responsible for arranging, ordering and delivery of framed and signed gifts for both club partners and general club requirements
- Support with Conference & Event sales
- Support with Matchday Hospitality sales and bookings

Additional Roles:

Support Head of Commercial with retail sector, including liaising with suppliers
Requirement to work Matchdays

THE ROLE

Job Type: Full Time, Permanent

Remuneration: Competitive

Closing Date: Tuesday 10th October 2023

Interview Date: Week Commencing 16th October 2023

Start Date: approx.: Immediate

**To apply please send your CV and 1 Page Cover Letter to:
anne-marie.barber@nccc.co.uk**

NCCC is committed to being an equal opportunity employer. All qualified applicants will receive consideration without regard to race, colour, sexual orientation, gender identity, disability, national origin, religion, sex, and or other legally protected status.

