

PARTNERSHIPS MANAGER

Location: UK (remote / home based)

Deadline: 11:59pm, Thursday 27 October 2022

Position: Full-time, 40 hours per week

Salary: Available on request

Women in Football is recruiting for a Partnerships Manager

Our vision is a football industry where everyone can thrive and reach their full potential

Our purpose is to be the leading global organisation driving gender equality and inclusion in football. We do this by partnering and supporting the football industry with insight and expertise to create a stronger, brighter and more diverse future for football. Whilst others champion the need for change, Women in Football are the ones driving it.

Our rapidly growing community of over 6,000 women, men and non-binary people working in and around the football industry is our superpower. It's this diverse and inspiring community, that supports and champions their peers, that gives us a hopeful glimpse into the future of a more diverse football industry.

Purpose of the role

The Partnerships Manager will be responsible for nurturing and overseeing the relationship and account management of key brand partners and corporate clients providing a seamless transition from the Senior Commercial Manager to ensure effective delivery and activation of contractual rights. We are a not-for-profit organisation and our revenue generation from partners is critical to funding the vital work we do and promoting the impact we have.

You will inform the future development of products and services offered by Women in Football (WIF) and be responsible for reporting the impact of our work to our partners and informing our external communications.

Core role and responsibilities

- Account and relationship management of partners, corporate members and consultancy clients, effectively and proactively managing relationships and delivery of contractual rights
- Co-ordinate the execution of contractual rights within the internal WIF team ensuring high quality end-to-end service delivery and strong client retention
- Build long-term relationships that support growth in WIF membership and revenue, while increasing our visibility and impact
- Identify new business opportunities aligned to our commercial strategy through your knowledge and understanding of corporate clients and brand partner needs, demand for WIF services and trends in the football industry

JOB DESCRIPTION



- Oversee and co-ordinate WIF consultancy offering, developing knowledge of the market and the key players in it
- Provide support to Senior Commercial Manager with the preparation of presentation decks and support the development of sales pitches demonstrating the different opportunities and impact
- Develop and implement a reporting framework to track the effectiveness and impact of our partnerships and regularly report back to the CEO and WIF Board
- Support with the administration of client services and event activation as required
- Represent WIF at conferences and events where appropriate

The ideal candidate will be or have:

- Min. 3 years of experience in an account management role ideally with rights management/partnership management experience
- Sophisticated presentation skills in order to articulate the WIF story and our ambition for the industry
- Excellent verbal and written communication skills (native English level or equivalent), with the ability to influence stakeholders and build strong working relationships
- Good understanding and a track record of activating partnerships and the needs of brand partners
- Commercially minded
- A self-starter and a strong team collaborator
- Naturally curious
- A good understanding of consultancy landscape to effectively manage our associate network and articulate our consultancy proposition externally
- Strong PowerPoint, Excel and administrative skills
- Ability to translate data into insight to demonstrate impact
- Ability to multi-task and prioritise
- A strong team ethic and collaborative nature – confident managing multiple stakeholders
- Ability to be self-sufficient and pro-active

How to apply

Please send your CV and cover letter to info@womeninfootball.co.uk by 11:59pm, Thursday, 27 October 2022. Please title your email Partnerships Manager. Please include links to any relevant campaigns or commercial partnerships you have managed or been involved in within your cover letter.

Shortlisted candidates will be invited to an online video interview and may be asked to prepare a presentation or complete a short task as part of the interview process. The interview for this role is scheduled to take place w/c 14 November 2022. Candidates are asked to make themselves available. You'll report to the Senior Commercial Manager.

You'll be UK based and able to work in the UK. We are unable to sponsor visas.

This is a full-time job and you'll work from home. We have always been a successful remote-working team, even before the pandemic - and despite distance we are a small and tightly-knit team. You'll report to the Senior Commercial Manager.



JOB DESCRIPTION



Diversity, equality and inclusion are in WIF's DNA and our commitment to them is what drives us. We celebrate multiple approaches and multiple points of view, and everyone is welcome. If you work with us, you'll be empowered to bring your whole, authentic self to work - to be you. We know that this is how you will thrive, and that if you thrive, WIF will thrive.

We want our workplace to look like the communities we serve. We welcome applications from all backgrounds and especially encourage applications from people whose ethnicity is underrepresented in the football workforce, people who identify as LGBTQi+, disabled people, people of faith, men, and people who have experienced exclusion or marginalisation.

We want this recruitment process to be as accessible as possible, but know that there might be more that we can do, particularly if you have experienced exclusion, disadvantage or discrimination, or if you have particular accessibility needs. We would be happy to provide any reasonable adjustments that you may require - please get in touch with us, and we can think together about how to make this process easier for you.

