



VOLUNTEER ROLE

COMMERCIAL MANAGER

Overview

To put together and deliver a commercial strategy to generate revenue to support the sustainable growth of Rugby League in the local area.

About Us

Brighton & Hove Rugby League is building a sustainable Rugby League club, culture and community in Brighton & Hove and the wider Sussex area. We're a non-profit, so any revenue generated is directly invested in the delivery and promotion of Ruby League.

About the Role

We're right at the start of our journey, so there's a lot of freedom to shape the role. The role is all about generating revenue to help us deliver Rugby League activity. This will include creating partner relationships with local businesses, but as an organisation we're not afraid to try new things - so if you have some great ideas, we'll always encourage you to test them out. Likely tasks:

- Create and nurture partner relationships with local businesses (both paid and in-kind)
- Help devise a commercial strategy to allow the club to plan for growth
- Explore new ideas to generate consistent and sustainable revenue

About You

This role would suit someone who's great with people, especially if you're from a sales background or have sales experience. The role will involve some element of strategic planning.

OUR VALUES

Community Challenge Creativity
Sustainability

WWW.BRIGHTONHOVERL.COM



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Time Commitment

We anticipate that the Commercial Manager role would take around 2-4 hours/week on average. Most of the work would happen post-season in preparation for the next season and financial year, and would ease off during the season. The Commercial Manager would also sit on the club committee. This role could be performed remotely.

Term Limit: 2 Years

By default, we have a term limit on all of our volunteer positions. This is to help prevent burnout and ensure that volunteers still love doing the role. At the end of a term, a volunteer will sit down with the club volunteer coordinator to discuss how they're coping and if they want to move into a different role. Volunteers are welcome to do additional terms, but there's always a stop-point to reassess after each term.

Your Development

One of the first things we want to do is to understand your why. We want to understand your motivation behind volunteering so that we can best support you and your development. We encourage (but do not require) volunteers to take ownership of their personal development through action planning and the club will endeavour to support you via courses and other CPD opportunities.

Interested or want more info?

In the first instance, email philward@brightonhoverl.com for an informal chat about the role.

If you don't think you're suited to this particular role, but still want to get involved in the club in another way, still do get in touch.

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