Job title: Partnership Sales Manager

Department: Partnerships

Hours of work: 35 hours per week, (Includes some Matchdays working Evenings and Weekends)

Contract: Permanent

Salary: £45,000 - £50,000 per annum depending on experience (plus commission)

Location: Villa Park

Closing Date: 16 October 2022

1. The Department

The Partnerships department is responsible for acquiring and managing the commercial partners of Aston Villa Football Club. The partnership management team are the gatekeepers for delivering partnership rights and therefore work closely with all areas of the Football Club. The team works at a fast pace and due to the nature of delivering partnerships activations across a broad spectrum of brands, working days and projects will be extremely varied.

2. The Role

We have an exciting opportunity for a Partnership Sales Manager to join our Partnerships team. The Partnership Sales team is responsible for developing the Clubs portfolio of commercial partners, playing a key role in the Club’s commercial strategy for success. As a key member of the Partnership Sales team, you will be focused on the acquisition process for new Club commercial partners.

The role will require you to build strong relationships with external parties and lead the sales process from first contact to successful lead conversion. You will work alongside key internal stakeholders to provide compelling partnership propositions and sales materials that help the club successfully convert leads and increase the value of the commercial partnership portfolio.

For further information about the Role, please see the Role Profile.

3. The Person

The ideal candidate will have experience in a sales environment with a proven track record of securing significant levels of new business. You must demonstrate strong skills in communication, with ability to build strong relationships both externally and internally. You will also be able to demonstrate clear initiative in order to meet objectives, conduct market research, build a sales pipeline, lead generation, contract management and sales completion.

As part of your application, please ensure you upload your CV and Cover Letter.

For further information, the Role Profile and to apply please go to careers.avfc.co.uk/jobs

Right to Close Vacancy Posting Early

The Club reserves the right to close any advertised vacancies earlier than the advertised closing date if sufficient applications have been received.
Equality Statement

Aston Villa Football Club celebrates the diversity of its Club and embrace equal opportunities for all. We are proud to be a Disability Confident employer and fully support The FA’s Football Leadership Diversity Code.

We welcome applications from all candidates regardless of age, race, disability, gender reassignment, pregnancy and maternity, sexual orientation, marriage and civil partnership, sex and religion or belief.

Safeguarding Statement

Aston Villa Football Club is fully committed to safeguarding children and adults at risk across our Club. As such, we adhere to Safer Recruitment processes and for some roles a satisfactory enhanced disclosure via the Disclosure & Barring Service may be required prior to starting in a role at the Club. For more information, please see Aston Villa Football Club | The official club website | AVFC - Safeguarding