



ONE CLUB | ONE TEAM

JOB TITLE:	COMMERCIAL SALES EXECUTIVE
LOCATION:	Northampton Town Football Club
REPORTING TO:	Commercial Director
HOURS OF WORK:	9am to 5pm Monday to Friday plus all home fixtures/events

PURPOSE OF THE JOB:

- To sell the full spectrum of Commercial sales including, but not restricted to Advertising, Sponsorship, Digital, Community and Partnership packages
- Identify and proactively contact prospective clients for the Club
- Conducting onsite and offsite meetings, creating presentations and closing business
- Using the clubs CRM for all activities and diary management
- Meet weekly sales calls and meetings targets
- Meet and exceed monthly financial targets
- Manage and grow a range of accounts on a weekly basis
- Work all match days and club events, some which are off site
- Working effectively and positively with other members of staff
- Support other members of the team in their duties as requested
- Weekly reporting to the Commercial Director
- Any other duties as deemed necessary to fulfil this role

PERSON SPECIFICATION

1. At least two years relevant sales experience in a target driven role is essential
2. A proven track record of achieving new business sales through a pro-active approach
3. First class communication skills
4. Account management experience
5. Flexibility to work outside of normal office hours
6. Commercial mind-set
7. Ability to build lasting rapport with clients, both on the phone and face to face
8. Ability to work to deadlines and targets
9. Organisational skills and the ability to work effectively as part of a team
10. Good IT skills, including word, excel, CRM and databases
11. Full UK driving licence
12. Willingness to take on any training required for the post

This position offers an industry standard salary with uncapped on target earnings, a commission and bonus structure. The use of a pool car is available.

Northampton Town Football Club is an equal opportunities employer and staff will be regarded equally and will be given equal opportunities irrespective of sex, age, race, religion or belief, marriage or civil partnership, disability, sexual orientation, gender reassignment, pregnancy or maternity, ethnic or national origin.

Northampton Town Football Club is committed to safeguarding and promoting the welfare of children and young people involved in activities and event at the Company. As part of the Company's recruitment and selection process any offers of work involving working in regulated activity with children are subject to a satisfactory enhanced DBS Disclosure and barred list check (depending on the level of supervision, frequency, and nature of contact with children).