



Caledonian Braves



JOB DESCRIPTION

ROLE

Commercial Executive

The Caledonian Braves are aiming to appoint a commercial executive, to push forward the commercial output of the football club.

JOB TYPE

Part-time

As the club continues to develop on and off the pitch, we are looking to capitalize on the buzz around the club, as we move into the most exciting chapter of our young history.

LOCATION

Hybrid: Home / Alliance Park, Motherwell, North Lanarkshire, ML1 3RB

With a growing fanbase of over 5,500 international owners, we want to find the right candidate to drive the club forward.

The main responsibilities of the role will be to lead the development of all commercial revenue streams for the Braves.

START DATE

October 2024

KEY RESPONSIBILITIES

REPORTING TO

CEO

- Take responsibility for the financial management of projects
- Recognize business opportunities
- Put together bids to win new business
- Negotiating and agreeing contracts
- Strategically expanding, preserving or improving company procedures, standards or policies
- Adhering to regulatory guidelines
- Identify sponsorship opportunities
- Engage and management of partners and stakeholders

SKILLS & ABILITIES

- Previous sales and marketing experience, preferably in a sports environment
- A clear understanding of the commercial opportunities existing within the sports club industry
- Demonstrate management skills with a well organized and efficient style



ABOUT US

The Caledonian Braves may be Scotland's youngest senior football club, but that doesn't mean we haven't made a splash during this time.

Founded in 2011 as Edusport Academy, the club was rebranded as the Caledonian Braves in 2019 following a campaign called Our Football Club.

Last year, we launched our unique ownership model, on crowdfunding platform WeFunder. The campaign has been extremely successful having raised over \$1.75 million and well on our way to our \$2.5 million goal. With over 5,500 owners around the world, the idea behind the project was not only to grow a global ownership community, but to give football back to the fans and dispel the myth that you don't need to be a millionaire to own a football club.

An extremely ambitious and with an elite coaching staff, huge social media following and resources to support our ambition, we believe that we are progressing in the right direction and looking to add excellent individuals to our staff to help us fulfill our potential.

Full members of the Scottish FA, CBFC hold an Entry License and are in tier 5 of the Scottish Football Pyramid.

- Competent IT skills

PERSONAL QUALITIES

- First class communication, leadership, motivation, and diplomacy skills.
- An appreciation of Scottish Football and its traditions within a commercially focused environment
- A hands-on work ethic and a flexible approach to working hours and working weekends and evenings.
- A can-do attitude with a passion for development and completion of projects.
- Excellent inter-personal and communication skills

SALARY

An attractive package commensurate with experience is on offer, with commission based incentives. There is no accommodation with the role.

APPLY

Interested parties should send a cover letter and CV to:
chris@caledonianbraves.com

At CBFC, we are committed to making equality, diversity, and inclusion part of everything we do – from how we run our club to the welcome we offer all who visit us. CBFC strives to fulfill that vision.

We are a growing club with ambition of growth, which brings an elevated level of responsibility to everything we do, including a workforce that's representative of our Braves Community, and a workplace that creates a sense of belonging for everyone.

CBFC are committed to safeguarding and promoting the welfare of children. Applicants must be willing to undergo appropriate child protection screening, including checks with the past employers and the Disclosure Scotland background check.

because together we got power