



BUSINESS DEVELOPMENT EXECUTIVE

DERBYSHIRE COUNTY CRICKET CLUB

We have a fantastic opportunity for an enthusiastic self-starter with proven sales experience to expand our commercial team and help grow the commercial revenue of the business through cricket related sponsorship, advertising, hospitality sales and non-cricket events.

Main Duties & Responsibilities:

New Business Development:-

- Proactively generate new enquiries and acquisitions through a variety of channels, and manage these enquiries through to conversion;
- Regularly attend networking events across the county and create new business contacts through these networks;
- Identify potential new clients via research to approach in a timely and professional manner;
- Expand the profile and reach of the company.

Account Management:-

- Create, build and maintain strong relationships with new and existing sponsors and partners;
- Up-sell opportunities across the business to existing partners.

Administration and Management Reporting:-

- Work closely with other departments to help deliver and fulfil the elements of a partner's association with the club, e.g. Matchday Hospitality tickets;
- Help to update and maintain targets database and associated CRM system.

Skills, Knowledge & Qualifications:

- Excellent communication skills with proven ability to acquire new business and grow commercial revenue;
- Confident and able to develop successful relationships with external parties;
- Good commercial awareness with an eye for detail;
- Pro-active attitude with a positive and friendly approach to stakeholders;
- Personal integrity.

What we can offer you:

- A salary appropriate for the role plus bonus and commission structure
- 25 days paid holiday plus bank holidays
- Free on-site parking
- 2 free tickets to every Derbyshire CCC home match
- Employee Assistance Programme
- 25-40% discount with Samurai on-line purchases

To apply please send your up-to-date CV with a covering letter detailing your suitability for the role to Viv Sheppard, HR and Wellbeing Manager at Derbyshire County Cricket Club via jobs@derbyshireccc.com.

The closing date for this role is 15 November 2024 with interviews expected to take place during the last two weeks of November.

Derbyshire County Cricket Club is committed to safeguarding and protecting the children and young people that we work with. As such, many posts are subject to a safer recruitment process, including ECB DBS clearance which is mandatory before taking up certain roles. We ensure that we have a range of policies and procedures in place promoting safeguarding and safer working practice across our services.

Derbyshire County Cricket Club will ensure that all existing and potential employees receive equal consideration and is committed to the elimination of unlawful or unfair discrimination on the grounds of gender, race, disability, colour, ethnic and national origin, nationality, sexuality, marital status, religion and age. It is the intention of Derbyshire County Cricket Club that its workforce, at all levels, should reflect the composition of the City's population. To achieve this Derbyshire County Cricket Club will take active and positive steps to eliminate discrimination, reduce the effects of past discrimination and to promote equality in employment.