

# THIS IS RUGBY.



## Commercial Manager

A club needs a sustainable income to function and thrive. It's the Commercial Manager's role to think about the club as a business, using its assets to their fullest potential and generating the money that sustains its future. You'll work with the Treasurer, the Marketing Manager and report to the Main Committee.

### Ideally, you'll need to be:

- Experienced in business
- Resourceful, enthusiastic and dedicated
- Confident and good at communicating
- Good with figures and people

### What you'll do:

- Generate income for the club by maximising its assets
- Minimise costs and look for efficiencies
- Open the club up to the wider community for functions like corporate events, weddings and parties

### How much time it will take up:

Around 1-2 hours per week.

### What you'll get out of it:

This is great role for refining your commercial wits in a new context. At a small club, it will be an enjoyable test of shrewdness and ingenuity. At larger clubs, you'll be able to develop a more multi-faceted approach to business economy. If you enjoy the cut and thrust of business, this one's for you. You'll get as much out of it as you get out of the club.

**Teamwork Respect Enjoyment Discipline Sportsmanship**

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a member of the Rugby Football Union group of companies

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