

Job Description: Business Development Manager 100%

BUSINESS DEVELOPMENT MANAGER

Reporting to: Head of Commercial Affairs

ABOUT ECA

ECA is the sole independent body directly representing football clubs at European and International levels. With a current membership base of more than 700 professional football clubs from across the continent ECA is the representative voice of European clubs on the international football landscape.

Working closely with football's governing bodies, competition organizers and other professional stakeholders, ECA's core purpose is to place clubs at the 'Heart of Football'. ECA is continually strengthening its administration to ensure it enhances the value of its activities and services for Member clubs.

ECA has a rapidly growing administration team of more than 40 people and is on a mission of organizational development, targeting a digitally led, performance-driven culture, and delivering high impact outcomes for our colleagues and our members.

Equity, diversity, and inclusion are amongst ECA's core values. We are committed to building and sustaining an inclusive and equitable working and learning environment for all staff and members.

POSITION MISSION AND PROFILE

The Business Development Manager will play a pivotal role in supporting the Commercial Affairs department to enhance club development activities, benefiting the entire ECA membership base. This role focuses on supporting the commercial departments of member clubs in their daily activities.

You will support the Head of Commercial Affairs in developing, growing, and educating the commercial functions of ECA member clubs. Additionally, you will work alongside the Commercial Strategy Manager on UEFA/FIFA club consultation and representation projects and assist the Brand Protection Manager in developing the ECA Brand Protection Service.

You will identify, develop, and evaluate scalable and innovative business development services for ECA member clubs. This involves working with key commercial bodies within ECA, such as the Commercial & Innovation Working Group and Club Services Panels, to test and refine business development opportunities.

CORE RESPONSIBILITIES

Reporting to the Head of Commercial Affairs, your primary responsibilities include:

- **ECA Club Services:** Engage with ECA clubs to survey needs, understand daily activities, identify development opportunities, and test ideas for club development services, focusing on commercial and revenue generation activities.
- **ECA Commercial Directory:** Develop, maintain, and grow a centralized portal for key information for club commercial teams, including ratings/reviews of commercial service providers and a networking community.
- **Club Engagement:** Ensure quality service delivery, communication, and awareness of ECA services, including the ECA Brand Protection Service.
- **Club Education and Engagement:** Develop commercial activities to ensure member clubs are aware, educated, and capable of adhering to commercial regulations of club competitions.
- **Data and Research:** Utilize commercial data from industry sources, clubs, and competition organizers to inform ECA's advisory services to its members.
- **Membership Engagement:** Support the membership engagement team by providing accurate and relevant information to help deliver high-quality service to 700+ member clubs.
- **Collaboration:** Work closely with colleagues to deliver representation activities and club development services aligned with member clubs' needs.

EXPERIENCE

- Minimum of 3 years in a commercial sales, account management, data analysis, CRM management, or innovation development role within the sports industry.
- Proven track record of using data to enhance client engagement and satisfaction.
- Familiarity with the sports industry, particularly European football, is advantageous.

EDUCATION

- Bachelor's degree in data or a related field; master's is an advantage.
- Advanced skills in Excel, database management, and PowerPoint.
- Fluent in English; additional European languages are highly advantageous.

SKILLS

- Innovative and pragmatic thinker with a creative mindset.
- Understanding of the global media and sports landscape.
- Ability to work with a diverse range of club employees.
- Affinity with football and an understanding of the European Club football ecosystem.
- Collaborative team player, comfortable working independently and as part of a team.
- Experience managing long-term projects and using project management tools.
- Determined and hardworking, with a proactive approach to problem-solving.
- Natural networker capable of developing and monetizing an international network of contacts.
- Low ego, diplomatic, and capable of building relationships with member clubs from all ECA membership categories.

ADDITIONAL INFORMATION: This role offers flexibility, with the option to work remotely across Europe or at ECA's offices in Nyon, Switzerland. Travel across Europe to visit ECA members is required.

You are invited to send your CV and a covering letter to our HR Team at jobs@ecaeurope.com.

Only candidates fulfilling the required skills and experience will be contacted.

References should be available upon request.