



Job Vacancy: Development Manager, Laces Community Club

OVERVIEW

We are seeking a dynamic and enthusiastic Development Manager to join the London-based Laces Community Clubs. We're at an exciting time in our history and are looking for a new team member that can help us scale sustainably over the next 5 years.

As the Development Manager, you will play a pivotal role in establishing and nurturing relationships with external organizations, businesses, and sponsors to support the growth and sustainability of our clubs. The ideal candidate will be a proactive thinker and doer with strong communication and collaboration skills.

RESPONSIBILITIES

Partnership Development

- Identify and cultivate relationships with potential partners, sponsors, and community organizations that align with the club's mission and values.
- Create a development strategy that enhances the club's reach and impact within the community
- Leverage partnerships to enhance the club's visibility and reputation within the community
- Collaborate with internal stakeholders to understand partnership needs and priorities

Operations

- Support our London clubs by developing processes, policies and sharing learnings that help streamline and also equip the clubs for future growth
- Work with volunteers and our project manager to create materials, pieces of communications
- Support with coordinating CPD/development activities for coaches and club volunteers, supporting our long term sustainability and investment in our people
- Develop sustainable avenues for unrestricted funding opportunities including the development of Laces merch and re-launching our membership programme
- Attend Laces sessions (either in Hackney or South London) to support the teams in regular operations needs

Stakeholder Engagement

- Foster strong relationships with existing partners, sponsors, and community stakeholders
- Act as the main point of contact for partners, addressing inquiries, concerns, and feedback
- Regularly communicate updates and achievements to partners, maintaining a transparent and collaborative relationship
- Be responsible for managing our measurement framework and administering this to the clubs for the data points needed to show our effectiveness
- Understand and conceptualise the data captured beyond facts and figures to further develop Laces, either through meeting the needs of current and future players within our respective club communities

CORE SKILLS

- Proven experience in partnership development, business development, or a related field.
- Strong communication skills
- Ability to think strategically and creatively to develop unique partnership opportunities
- Ability to work independently and with autonomy
- Excellent organizational and project management skills
- Some knowledge of the football industry



LOCATION

Remote, with the ability to use our Sponsor's Office [Nomad Studio] when needed for meetings. Ability to attend 1 evening training session a week is desirable.

SALARY

£30,000 pro rata for 20 hours a week. This is a part-time role.

We are open to freelancers. We also have additional paid opportunities in coaching should the applicant have interest in this too.

HOW TO APPLY

If you are a relationship builder with a passion for community engagement please apply. Apply by emailing jobs@hackneylaces.co.uk a copy of your CV alongside the answers to the questions below:

1. Why do you want to work at Laces?
2. What do you see as the current and potential challenges that Laces face?
3. How would you evaluate our on and off the pitch activities to demonstrate the impact Laces has within the community?

Closing date: 19th January 2023, 12pm GMT

Kindly note: we're a super small team so won't be able to reply to every applicant.

Laces Community Club Ltd is an equal opportunity employer. We are committed to providing equal employment opportunities to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, sexual orientation, gender identity, genetic information, or any other legally protected status.