



Manchester Thunder Franchise Director Job Description & Person Specification

Job Title	FRANCHISE DIRECTOR
Reporting To	MANAGING DIRECTOR
Duration	PERMANENT
Location	FLEXIBLE
Hours	40 HOURS PER WEEK The role will require working evenings and weekends, including all matchdays. A high degree of flexibility will be required.
Salary	£35,000 plus commission on sponsorships and commercial deals (to be agreed), plus a car or travel expenses

The Role

The Franchise Director is responsible for the day-to-day operations of Manchester Thunder implementing and executing the strategy set by the Managing Director and owners of the business which the successful candidate will also have a key role in shaping and developing.

Leading on all business, administration and commercial aspects of the franchise, which operates as a limited company, they will work in close partnership with the Manchester Thunder Director of Netball who will lead on and be responsible for all performance aspects of the sporting programme.

Reporting To

Manchester Thunder's Managing Director and the Manchester Thunder Board.

Staff Management

Responsible for co-ordinating Manchester Thunder's volunteer team who particularly support matchday operations.

Main Duties & Responsibilities

Responsible for co-ordinating Manchester Thunder's volunteer team who particularly support matchday operations.

1. To work with the Managing Director, Director of Netball and Engagement Director to develop, implement and execute the strategy for the short-term (the 2020 Superleague season) and longer-term, including building an annual work programme and calendar of events and activities.
2. To be responsible for co-ordinating, driving and monitoring the delivery of this programme once established.
3. To be the named Franchise Director for Manchester Thunder within England Netball and the Vitality Netball Superleague structure, which includes:
 - i. reporting to England Netball and the Superleague Board
 - ii. attending meetings with England Netball and other stakeholders;
 - iii. working with England Netball and other Franchisees to improve and develop the Superleague
4. To work with the Managing Director and Owners to support the sourcing of sponsorship and suppliers for the future, and to support and manage the relationships with existing sponsors and suppliers.
5. To manage administrative support to the Director of Netball and their coaching team to enable them to focus on performance matters at both Pathway and Superleague level.
6. To work with the Engagement Director to ensure communications and ticketing are being managed effectively and to support the role as required.
7. Ensure that voluntary support is managed to ensure existing volunteers are given clear roles that support matchday operations, and build the voluntary team for the future. Liaise and develop relationships with volunteers in the North West region.
8. To manage all contractual matters relating to the Superleague squad.
9. To increase income and profile of Manchester Thunder through the co-ordination and organisation of Thunder Camps, workshops, masterclasses, player appearances, outreach work and other profile generating activities. Ensure that these are delivered effectively and their impact measured.
10. To be responsible for the day-to-day financial management of Manchester Thunder.

You will from time to time be required to undertake other duties of a similar nature as reasonably required by the Managing Director.

You must abide by the provisions of the Company's Equality and Diversity Policy.

Respect and promote the spirit and intentions of the Company's Safeguarding and Protecting Young People in Netball Policy.

Special Conditions

- Travel is essential so a current Driving Licence is also essential.
- A DBS check is required for the role.

Person Specification

Criteria: Qualifications and Training	Essential	Desirable
<ul style="list-style-type: none"> Educated to degree standard or equivalent 	✓	

Criteria: Knowledge and Experience	Essential	Desirable
<ul style="list-style-type: none"> Experience of working in a sporting or commercial environment 	✓	
<ul style="list-style-type: none"> Proven leadership skills 	✓	
<ul style="list-style-type: none"> Experience of managing staff 	✓	
<ul style="list-style-type: none"> Experience of managing budgets and resources 	✓	
<ul style="list-style-type: none"> Experience of developing and implementing strategy 		✓
<ul style="list-style-type: none"> Knowledge of netball 		✓
<ul style="list-style-type: none"> Experience of working with a range of stakeholders 		✓
<ul style="list-style-type: none"> Experience of negotiating and delivering contract 		✓
<ul style="list-style-type: none"> Experience of networking 		✓

Criteria: Skills and Aptitudes	Essential	Desirable
<ul style="list-style-type: none"> Able to work under pressure, handle multiple priorities and meet deadlines 	✓	
<ul style="list-style-type: none"> Demonstrable experience and understanding of writing an annual plan 	✓	
<ul style="list-style-type: none"> Excellent interpersonal skills and the ability to influence at all levels. 	✓	
<ul style="list-style-type: none"> Effective communication skills 	✓	
<ul style="list-style-type: none"> High levels of organisational skills 	✓	
<ul style="list-style-type: none"> Ability to work on own and as a team 	✓	
<ul style="list-style-type: none"> High level of competency when using Microsoft Office 	✓	
<ul style="list-style-type: none"> Passionate about and committed to the achievement of results 		✓
<ul style="list-style-type: none"> Reliable and punctual 		✓
<ul style="list-style-type: none"> Willingness to undertake training related to continual professional development 		✓
<ul style="list-style-type: none"> Strives for continuous improvement leading to excellent performance 		✓