JOB VACANCY | Head of Commercial Development

Coleraine FC are currently looking to recruit an ambitious Head of Commercial Development to oversee the club's revenue generation and growth and management and development of key partnerships.

The role will be focused on maximising existing revenue streams and identifying new streams and trends within the market. We are looking for an experienced individual who can deliver on Key Performance Indicators that includes new revenue generation and managing an existing portfolio of partners. The role will also look to develop long term partnership planning and development.

Further details regarding the role including a job description can be found by CLICKING HERE.

Interested applicants should write to or email to the Club outlining their suitability for the role in the form of a Cover Letter and submit a copy of their CV. Applications should be submitted prior to 5.00pm on Friday 26th September 2025.

Application Instructions	All applicants should submit a Covering Letter and Curriculum Vitae (CV) in support of their application for the role. **Email applications should be sent to:** Coleraine Football Club by emailing: jobs@colerainefc.com **Postal applications should be sent to:** Coleraine Football Club The Showgrounds Ballycastle Road Coleraine BT52 2DY
Application Deadline	5.00pm on Friday 26th September 2025
Interview Dates	Interviews will take during and after the closing date.
Role Start Date	TBC (dependant on situation of successful candidate). The role may be filled prior to the closing date should a suitable candidate be found.
Employment Statement	Coleraine FC is committed to be an equal opportunities provider and welcomes applicants from all members of the community. Should you require assistance with your application please contact the Club in advance of your submission.

Job Description: Head of Commercial Development

Job Title	Head of Commercial Development
Department	Club – Reports to General Manager
Key Contact Internal	Board, General Manager, Head of Departments.
Location/Requirements	Based at The Showgrounds with a remit to travel to meet clients and deliver on targets.
Hours/Remuneration	40 hours per week. Due to the nature of the post, evening and weekend work will be required based around the clubs' fixtures. Remuneration commensurate with skills and experience. Competitive salary with commission structure.
Job Purpose	To develop and grow the club's revenue streams and build successful and engaging partnerships with businesses at local, national and international level. The role will also have deliverables on a number of key sales and business growth areas.
Duties and Responsibilities	To oversee and deliver the sale of the Clubs core sponsorship packages including the creation of Invitation to Tender presentations and communication with leading commercial partners. To increase commercial revenue from the stadium and venue hire. To create and deliver a portfolio of key partnerships for various areas of the football club. Work with the media department to ensure strong coverage of commercial opportunities across all club platforms. To develop the brand of Coleraine FC within the local area. To develop, reinstate and harness current, previous and potential. relationships with local, national and international businesses. This includes providing strong account management and ensuring clients receive value for their investment. To analyse stakeholder data and develop new commercial opportunities for the Club. To represent the brand to the highest levels of professionalism. To have management of a range of revenue streams including but not exclusive to: Key Partnerships, Stadium Advertising, Player Sponsorship, Venue Hire, Sponsorship, B2C and B2B revenue streams. To ensure that all Commercial KPI's are met and delivered. Development of key promotional materials and statistical analysis for the club and our partners.

Person Specification: Head of Commercial Development

Qualifications	Essential	Desirable
Valid full (UK) drivers license	✔	
Emergency First Aid Certificate		✔
Access NI Check		✔
Skills & Knowledge		
IT Skills to include the ability to use Microsoft Team (Word, Excel, Powerpoint, Outlook, Teams)	✔	
Previous sales & revenue generation experience and a proven track record of business growth	✔	
Knowledge of local demographics, key business contacts and existing business networks		✔
Knowledge and experience of NIFL commercial requirements		✔
Experience of developing creative and attractive commercial packages	✔	
Experience of leading and developing creative and attractive marketing campaigns		✔
Experience of developing and delivering hospitality platforms and experiences	✔	
Experience of working with CRM systems to target customers and grow revenue streams		✔
Strong organisational skills	✔	
Excellent communication & presentation skills	✔	
Strong timekeeping and time management skills	✔	
Attitude/Behaviours		
Take responsibility for ensuring a high quality of work	✔	
A genuine team player who will support and motivate other members of the team	✔	
An adaptive individual who can cope well in high-pressure situations	✔	
A proven ability to multi-task and manage multiple projects	✔	

Personal Qualities		
Hardworking & enthusiastic	✔	
Meticulous attention to detail	✔	
Understands the importance of confidentiality and integrity at all times	✔	
Loyal and committed	✔	
Seeks to learn and develop daily	✔	