



Na Fianna Commercial Manager - Job Description

Job Title: Commercial Manager

CLG Na Fianna is one of the largest volunteer-led sporting and cultural clubs in Dublin city. It has a membership of over 3,500 including circa. 2,500 children and fields more than 200 teams weekly from children as young as 4 years to adults in all gaelic sporting codes: football, hurling, ladies football, camogie, handball and rounders.

Overall Job Description

The successful candidate will be responsible for the optimum management of all commercial activity taking place on the club's facilities, management of other staff and implementing the commercial aspects of the club's strategic vision.

The Commercial Manager will be reporting to an elected officer of the volunteer Executive Committee of the club.

Key Responsibilities

- Management of all commercial activities of the club;
- Commercial performance of the club bar and catering services serving the needs of club members and visitors;
- Recruitment and management of full-time and part-time commercial and administrative club employees;
- Manage agreements with club's rental partners;
- Oversight of delivery of benefits to club sponsors and Friends of Na Fianna partners;
- Optimise the commercial potential of the club's facilities in so far as this is compatible with the club ethos of promoting participation in our games and cultural activities;
- Lead management of any major initiative instigated by the Club Executive;
- Compliance with regulatory and insurance responsibilities;
- Manage the contracts with utility/service providers and suppliers;
- Ensure club property is maintained to a high specification in tandem with Facilities Committee.
- Administrative duties
 - Regular reports to Club Executive.
 - Production of quarterly and annual reports detailing activities and progress measured against milestones.

Key Personal Attributes

- A relevant third level qualification in a commercial discipline or demonstrate experience of running a similar sized commercial enterprise;
- An ability to work independently and with club committees in pursuit of agreed objectives;
- An ability to build rapport with rental and Friends of Na Fianna partners;
- An ability to manage and develop other employees employed by the club;
- Flexibility to embrace an evolving portfolio of responsibilities that may come with the development of this role;
- Understanding and empathy for i) the role of a community organisation such as CLG Na Fianna and ii) the contribution of volunteer groups to a club like CLG Na Fianna;
- A fluency in IT skills and project management competence;
- Excellent personal and written communication skills with an ability to articulate, present club vision and strategy to staff, commercial partners and the club executive;
- A full, clean driver's licence and access to a car.

The remuneration package will be consistent with the high levels of performance expected in the role and will be for a 5 year fixed term contract, subject to a probationary period of 11 months.

CLG Na Fianna is an equal opportunity employer. Expressions of interest, alongside a detailed CV, should be sent via email to secretary.nafianna.dublin@gaa.ie by 6pm on Friday, July 8th 2022.