

## Job Description: Senior Consultant

### About us

We are a mission-led employee owned enterprise working to see a nation enjoying thriving sporting places, open to, and led by their local community.

Our mission is to drive the continued development of a resilient, relevant and impactful Community Sports Sector. We work across two key areas; **Advisory** and **Fund Management** and take the learning from each to inform and develop our work in the other. This creates a holistic approach to driving the community sports sector forward and provides deep knowledge and expertise to our clients.

You will be joining us at an exciting time as we continue to grow our influence in shaping the sports and community sector. Since 2013 we have built a strong reputation as trusted advisors to community groups, charities and social enterprises, and as innovative and reliable consultants for national governing bodies, major sports and community funders and local government.

Uniquely in the sector we are also an investor as well as an advisor. We manage our own £3m investment fund, Sporting Capital, the first fund of its kind focused on supporting community sport and physical activity, and we are actively developing additional funds to introduce to the sector.

### The role

The successful candidate will play a senior role in the **Advisory team**. You will:

- work with individual clubs & community groups, typically exploring opportunities for them to become more sustainable and deliver greater community benefit, often around the catalyst of taking on a new facility, expanding or renovating an existing one; and
- work in partnership with sector bodies (including Sport England, National Governing Bodies, Active Partnerships, and local Authorities) to develop strategies, tools and resources to help them and their associated /member organisations to diversify income, become more sustainable and deliver greater impact.

We expect you to lead projects in your own right with support from the wider team and support the executive team on larger projects.

### Key tasks of the role

- Health-check appraisals and organisational development plans for sporting and community organisations
- Assess feasibility for capital projects using a range of methods including desktop research, interviews and consultation
- Developing sports or community organisations with a particular focus on sustainability and impact
- Advising sports and community organisations to identify and pursue a mix of funding and finance options
- Working with funders, sports governing bodies, local government and other partners to provide support to priority groups and projects
- Support the development and delivery of tools and resources to sector bodies focused on the development of sustainable and impactful community organisations



## Person Profile

What we are looking for:

- Someone who can confidently critique and challenge a community/sports organisation and make suitable recommendations to aid their development
- You will have at least five years' experience in the Community Sports or community business and/or social enterprise sector
- Be a self-starter, with strong project management, able to prioritise and manage multiple clients
- Someone who enjoys working as part of a team with exceptional influencing and interpersonal skills
- Fantastic empathy and listening skills combined with the ability to relate to a variety of stakeholders from a range of backgrounds from the public, private and social sectors
- Able to think creatively, apply problem-solving skills and build partnerships on behalf of clients
- Excellent oral and written communications – you will need to deliver qualitative and quantitative data in a compelling way

In addition to the above the ideal candidate may have:

- A good working knowledge of national community sports strategies and the community sports sector
- A good network in the community sports and/or social enterprise sector
- Confident talking about legal structures
- Understanding of community shares and alternate forms of social finance
- Operational experience of sports clubs/facilities
- Able to write proposals and see opportunities to grow the business
- Have experience of developing and/or delivering workshops and presentations to a range of audiences
- Business coaching/mentoring skills

We do not expect candidates to possess all of these skills and competencies, importantly what we are looking for is someone who can creatively show how their skills and experience could be adapted to fit this profile, if/where there are gaps.

## Compensation details

- Salary - £35k - £45k depending on experience with discretionary bonus, plus statutory pension contribution
- 25 days holiday (plus English bank holidays)
- Flexible working potential
- Potential to become a shareholder in the future
- Learning and continuous improvement is a critical element of the way we work. We will support you with individual development, through external training and also coaching from members of the executive team
- Opportunity to progress to Director

We have offices in London and Leeds and are primarily looking to recruit someone for our London office at Vox Studios, Vauxhall, although we will consider a Leeds based role for the right candidate. Regardless of base location there will be regular travel and some overnight stays as part of the project-based work.



## **Application and Interview Process**

If you are interested please send your CV and cover letter to [james.mathie@sportingassets.co.uk](mailto:james.mathie@sportingassets.co.uk). If you would like to discuss this opportunity before submitting your application, please email James Mathie to arrange a suitable time.

We may consider recruiting more than 1 person depending on the quality of applications.

Closing Date: 5pm on 9<sup>th</sup> December 2019, with interviews taking place in the weeks commencing 9<sup>th</sup> and 16<sup>th</sup> December.

## **A bit more about us**

Sporting Assets is part of The Finance For Sustainability Group, a group of social enterprises that collectively manage over £50m of Impact Investment Funds and have advised on over 50 impact investment assignments across sport, the environment, arts and heritage, as well as creating new pieces of market infrastructure for the wider social investment market.

