



**LINCOLNSHIRE**

*Football Association Limited*

VAT Registration No 947 4064 06

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Dear Applicant,

**Director – Lincolnshire Football Association**

Thank you for expressing an interest in the role of Director of the Lincolnshire Football Association.

The Association is looking to appoint a Director to lead on developing a commercial strategy and to provide informed advice and support to the board on business development and partnerships that further the County's mission.

Please find enclosed a role profile and person specification for the role. The Association is committed to creating a Board of diverse skills, experiences and backgrounds who can add value to the game and our activities in Lincolnshire. The Association welcomes applications from skilled individuals who can support the current Directors to meet the evolving needs of the business.

If you feel you can demonstrate the necessary skills and attributes to fulfil the criteria of the role we would welcome your application. Should you wish to apply please send a CV and covering letter marked private and confidential for the attention of Nick Hanson, CEO, Lincolnshire Football Association, Deepdale Enterprise Park, Deepdale Lane, Nettleham, Lincoln LN2 2LL or email [nick.hanson@lincolnshirefa.com](mailto:nick.hanson@lincolnshirefa.com).

The closing date for applications is Friday 20<sup>th</sup> December.

If you would like further information and to discuss the role please contact myself on 01522 596580.

I look forward to receiving your application.

Yours sincerely

*Nick Hanson*

**Nick Hanson**  
**Chief Executive Officer**



## **Director (Commercial)**

### **Role purpose**

- To direct and monitor the business affairs of the Association by determine the vision, strategy, plans, policies and financial investment required to achieve the overall long-term business objectives.
- To direct and support the creation of a commercial strategy and provide informed advice and support to the board on business development and partnerships that further the County's mission
- To provide advice on improving customer service standards and use of insight that help grow the game of football across the county.

### **Key Responsibilities**

#### **Generic**

- To serve as a Director of the Company and to actively participate in its strategic management.
- To execute the responsibilities of a Company Director in accordance with the Companies Act (2006) and other relevant legislation.
- To safeguard the assets of the business along with the interests of the Membership and stakeholders of the Association.
- Ongoing involvement in the planning and delivery of the LFA County Strategy & Business Plan.
- To ensure the effective implementation of Board decisions by the Chief Executive and the staff, providing a supportive role in helping achieve the strategic aims and objectives of the business.
- To jointly oversee the management of risk to the Association.
- To develop and maintain an effective corporate governance structure.
- To monitor the financial affairs of the Association and ensure the effective use of LFA finances.
- To promote equality of opportunity and a football for all ethos in a safe sporting environment.
- To represent the Association to partners and stakeholders of the Association in a professional manner.
- To act with discretion in respect of sensitive, confidential or commercial information provided to you in this role.

#### **Commercial Development**

- To work with the CEO to ensure that the organisation has a fit for purpose commercial strategy that supports the generation of income in line with the County's strategic aims.
- To support improved engagement with stakeholders.
- To support improved customer service standards.
- To identify and champion partnerships that help meet the strategic aims of the County.

## Key Skills and Experience

Generic	Role Specific
<ul style="list-style-type: none"> <li>• Business and commercial management experience</li> <li>• Company Board level experience</li> <li>• Communication skills</li> <li>• Influencing skills</li> <li>• Financial and budgetary awareness</li> <li>• Analytical and rationale thinking</li> <li>• Ability to identify issues and to deliver solutions</li> <li>• Proven leadership skills</li> <li>• Ability to handle confidential information sensitively</li> <li>• Evidence of customer focus approach</li> <li>• Presentation skills</li> <li>• To have, develop and maintain positive contacts within the local business / sports communities</li> <li>• Possess an understanding of grass roots football</li> <li>• Ability to be a positive team player who provides direction to Board, staff and Members</li> </ul>	<p>Essential</p> <ul style="list-style-type: none"> <li>• Proven experience of developing and implementing a commercial strategy</li> <li>• Experience of securing investment from multiple sources</li> <li>• Experience of customer service improvement</li> <li>• Experience of generating analysing and implementing customer insight</li> <li>• Experience of preparing and presentation of papers for Trust Board.</li> <li>• Highly effective influencing skills.</li> <li>• Ability to contribute to the strategic thinking and direction of the organisation.</li> <li>• Positive attitude and highly self-motivated with ability to motivate others.</li> <li>• Excellent communication and presentation skills.</li> <li>• Evidence of Emotional Intelligence and Self-Awareness.</li> <li>• Creative thinker.</li> </ul> <p>Desirable</p> <ul style="list-style-type: none"> <li>• Football club or officiating experience;</li> <li>• Experience of organisational assessments, audits or inspections;</li> <li>• Experience of being a member of committees or Boards.</li> </ul>