**Commercial Development Manager**

Based at J Davidson Stadium / Home

Position is Part time and reports to Bill Waterson – AFC Director

Job Purpose: To increase AFC Commercial revenues by building relationships with new business partners and local high net worth individuals, and by developing new revenue streams.

Duties:

* Create new, high quality Marketing documentation
* Host regular marketing and Networking events at the Club
* Ensure representation at local business briefings
* Develop contacts at all of the Airport City new businesses
* Develop a plan for attracting local High Net Worth individuals to the Club
* Consider a ‘makeover’ of the Club’s image.
* Building and maintaining a comprehensive Commercial Database
* Review all of the types of Club fund raisers
* Review new income streams

**Match Day Organiser**

Can be based at home with match days at J Davidson Stadium

Position is Voluntary/Part time and reports to Neil Faulkner – AFC Director

Job Purpose: To improve the ‘Match Day experience’ for Fans.

Duties:

* Assist supporters to make the CSH more of a Club Bar on Match Days
* Arrange a variety of pre-match entertainment
* Ensure appropriate Bar/Catering facilities relative to expected crowds
* Ensure that games at JDS are an attractive proposition for visiting supporters
* Ensure adequate & informative Pre-match announcements are audible in stadium and in the Bar

**All roles have the following Code of Conduct associated with them:**

Anyone working or volunteering for Altrincham Football Club will be expected to adhere to the following Code of conduct.

* **Passion** – we are driven by a commitment to achieving the best possible service for Altrincham Football Club, and it’s supporters.
* **Quality** – we are driven by a commitment to achieving excellence in everything that we do.
* I**ntegrity** – we are honest, transparent, and accountable in all of our dealings with colleagues and with the general public.
* **Mutual Respect** – We work together to create an environment in which our employees and volunteers treat each other with respect and dignity.
* **Conflict of interest** - We expect employees and volunteers to avoid any personal, financial or other interests that might hinder their capability or willingness to perform their duties.
* **Collaboration** – Employees and volunteers should be friendly and collaborative and should not present obstacles to their colleagues’ work.
* **Communication** - All employees and volunteers must be [open for communication](https://resources.workable.com/open-door-company-policy) with their colleagues, supervisors or team members.
* **Loyalty** – our first loyalty is to Altrincham FC.