



HEART  
OF  
FOOTBALL

EUROPEAN CLUB ASSOCIATION

# POSITION DESCRIPTION

# FOOTBALL & COMMERCIAL OPERATIONS LIAISON



## **FOOTBALL & COMMERCIAL OPERATIONS LIAISON**

### **MISSION**

You will expand ECA's ability to engage with competition organisers on Commercial Operations including in venue and on media and digital networks in the context of international club competitions such as the UEFA club competitions. Your knowledge of the relevant UEFA Club Competition operational, commercial and media regulations and processes and your experience in implementing these regulations will allow you to be a reliable point of contact for clubs and UEFA in discussions related to the delivery of the commercial and operational aspects of UEFA Club Competitions. You will work as a liaison between ECA's member clubs and UEFA and act as in-house specialist on all aspects of the operational side of UEFA club competitions, particularly when it comes to implementing commercial aspects. Reporting to the Director of Football, you will be part of a team within ECA dedicated to the sporting aspects of Football – competitions, the calendar, growth and development, operational, financial and technical aspects – and as such you will be part of the very heart of ECA's own mission to place clubs at the Heart of Football.

You will already have experience in, and detailed knowledge of, the UEFA Club Competitions and the way these competitions are organised and delivered to clubs, broadcasters, sponsors and fans. In addition, you will be a reliable contact person vis-à-vis ECA's Member Clubs and UEFA, with a high degree of organisational, management and presentational skills.

You will be comfortable operationally as well as commercially, to manage topics of both natures (from venue operations through to monitoring rights compliance on digital networks).

### **SUMMARY**

- ECA is developing and growing its team to ensure it constantly enhances and improves the delivery of value in its activities and services for its member clubs
- As part of its development and growth, ECA is bringing on board a Football & Commercial Operations Liaison, reporting to the Director of Football and working closely with the CEO and the Director of Membership and Business Development, to increase the support both to the ECA Administration and to the member clubs on the implementation of the operational, commercial and media agreements between ECA and UEFA regarding UEFA Club Competitions (men and women)
- The Football & Commercial Operations Liaison is a newly created position and will be a focal position in the discussions with clubs and UEFA the delivery of UEFA Club Competitions
- The role is based at ECA's offices in Nyon, Switzerland with frequent travel across Europe and other business engagements as required.

### **ABOUT ECA**

- ECA is the sole, independent body directly representing football clubs at European level

- ECA represents the interests of 246 professional football clubs from across Europe, clubs that regularly compete in UEFA Club Competitions
- As the representative voice of European club football on the international football landscape, ECA's core purpose is to place clubs at the Heart of Football
- ECA has embarked upon a strategic delivery programme at the start of 2020 to set and achieve key goals across a range of areas of vital importance to the association, shaping the future of club football in Europe across sporting, governance, commercial, regulatory, organisational, developmental and societal aspects
- Since its foundation in 2008, ECA has grown from 137 member clubs to 246 today, representing 55 different national associations
- ECA is chaired by Andrea Agnelli, Chairman of Juventus, since his election in September 2017
- As an organisation, ECA has a growing team, currently around 20 people, and is on a mission of organisational growth and development, targeting a performance-driven culture, delivering high impact outcomes for the administration and its member clubs
- ECA is fully committed to providing a culture of equal opportunity and diversity in its workplace

## **MAIN RESPONSIBILITIES**

Reporting to the Director of Football and working closely with UEFA, member clubs and the rest of the ECA team, you will:

- Have day-to-day discussions with UEFA and clubs on the implementation of the operational and commercial rights' (media and sponsorship) agreements regarding UEFA club competitions, which includes commercial, competition and media regulations, club manuals, processes, ticketing, venue team tasks (men and women competitions)
- Follow up on the proper and correct implementation of operational, media and commercial concepts in UEFA club competitions and ensure clubs fully understand these concepts and that UEFA fully understands the views of the clubs
- Administer an ECA ad-hoc venue team task force composed by club representatives
- Be a trusted contact point for clubs on Football operational matters; Organise surveys amongst clubs on the delivery of the UEFA club competitions
- Do research on and benchmark commercial / medial regulations from domestic leagues
- Support the CEO and Director Membership and Business Development (and possibly other UCC SA Directors or Board members) in strategic discussions and implementing tasks on commercial rights related to UEFA Club Competitions
- Continuously look into ideas to increase the quality of the match operations, eg. by benchmarking with other sports
- Develop best practices for clubs; bring club representatives (UEFA contact persons) closer to each other to allow for knowledge exchange

## **SKILLS AND EXPERIENCE**

- Extensive knowledge both of the sporting aspects and of the various regulations and

processes related to the operational delivery of the UEFA Club Competitions

- Up to 5 years of experience of working in a relevant environment (e.g. competition organiser, UEFA contact person in a club which often participates in UEFA club competitions, agency)
- Acquainted with the commercial framework (sponsorship and media rights) of the competitions and able to ensure related regulations are being adhered to both by competitions organisers and clubs
- Credible and passionate about club football
- Capability of reading and implementing regulations with great attention of detail
- Highly structured in thinking and a great communicator verbally and on paper
- Proven ability to work independently and with a project-based approach
- An analytic mindset with natural instincts for using data as a foundation for developing argumentation
- Proven ability to thrive in consultative, collaborative environments
- A dynamic, service-oriented and client-focused attitude
- A curious and critical thinker who identifies new opportunities
- A collaborator who is team focused and works with respect for colleagues
- A global citizen who is comfortable operating within a truly international environment
- A passion for sharing knowledge with colleagues
- Organised and methodical with strong project management capabilities
- Hard working and determined to overcome barriers to success with a willingness to innovate
- A natural networker who can develop and create value through relationship management
- Language skills: Fluent in English. Additional language skills would be advantageous

You are invited to send your CV and covering letter to Amandine Sauty, People and Culture Manager, at [jobs@ecaeurope.com](mailto:jobs@ecaeurope.com).



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