



## Sporting Assets

### Job Description – Associate

#### Role highlights

- Exciting opportunity to join growing employee owned social enterprise focused on maximising the positive impact of sport on individuals and communities.
- Chance to learn about social investment and be a key part of its developing application to sports clubs and sport for development charities and social enterprises.
- Would suit an entrepreneurial individual who can fit in to a high performing team with diverse but complementary backgrounds and wants to drive their career forward in an emerging field.

#### About Sporting Assets

Sporting Assets is an employee owned social enterprise that helps develop sustainable sports enterprises by assisting them take ownership of facilities, develop new ones, and create or diversify their revenue streams. We offer a wide range of bespoke advisory services to benefit and support sporting communities, sports governing bodies and Local Authorities.

Established in 2013, Sporting Assets puts sport at the centre of improving outcomes for communities by helping our clients to create social cohesion, increase sports participation, create jobs, and improve health and well-being; whilst enhancing their wider social impact and financial sustainability.

We have a team of experienced professionals, who all excel in their given fields and innovate to meet changing trends in Government policies, Local Authority budgets, and sources of finance. Sporting Assets was established to help accelerate the development of the Sport for Social Impact sector:

- We are helping to improve the sustainability of the Community Sports Club (CSC) market in the UK and enhancing the Community Sports Business (CSB) and Sport for Social Impact sectors.
- We offer long term, secure and professional solutions for Local Authorities seeking to implement Community Asset Transfers (CATs).
- We seek to improve community cohesion through fostering collaborations and bringing together stakeholders around a core project or facility.
- We help deliver improved health and wellbeing, as well as protecting green spaces and securing the local environment by supporting our clients to deliver projects associated with these outcomes.
- We help our clients create jobs, training opportunities and improve the lives of the disadvantaged, young people, and older people through the projects we undertake.

We believe that by creating sustainable sporting facilities in community hands, we protect and embed the impact that engagement in sports creates for the local community. On top of this, these valuable assets can be used to deliver other services, act as a platform to develop other community enterprises, and provides a foundation for connected and sustainable communities. More information and examples of our work can be found at our website; [www.sportingassets.co.uk](http://www.sportingassets.co.uk)



## The Role

The Associate will be expected to contribute to, and eventually lead advisory projects, including:

- Strengthening sporting communities and enterprises, through supporting community participants to develop and articulate their: strategic vision and social mission; business plan; revenue model; financial and operational model, and implanting or improving their data and social impact measurement and reporting.
- Assisting with capital raising, including: sizing and developing funding model and finance options; taking into account investee company and target investor market requirements and making recommendations accordingly on the optimal overall structure; developing investor materials; coaching client team for roadshow; and managing the deal process, negotiations and execution.
- Supporting with transaction processes, by assisting clients through the due diligence and legal documentation
- Contributing outside of deal execution responsibilities by: undertaking initial assessments of proposed clients and transactions, as well as by identifying and developing new opportunities; creating publications to highlight core sectors / investment themes or Sporting Assets' successes and milestones; playing a role in Sporting Assets wider business; attending key industry events and developing a network of contacts.

## Skills and experience

You will have **two to five years' experience** in one or more of corporate finance, investment banking, accountancy, venture capital, private equity, management consultancy, advisory and/or project management;. What is absolutely necessary is an interest in, and knowledge of the wider sports sector, charity and social enterprise.

Personal attributes that we are looking for include:

- Experience of business planning and the strategic development of revenue and operational models, including financial modelling and analytical capabilities.
- An understanding of the business advisory and capital raising arena, with experience in working with the sports sector and/or charities and social enterprises.
- Experience of structuring and executing financial transactions for early stage, growth and/or established small and medium sized businesses.
- Strong skills in: project management, research and presentation, structured problem solving, business coaching and mentoring.
- Excellent communication and relationship building capabilities, and an adaptable style.
- Experience working in the public sector, social enterprises or with charities would be an advantage, particularly those with a demonstrable appetite for working in a small, flat-structured, dynamic team.

We do not expect candidates to possess all of these skills, 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.

## Salary and benefits

- £35,000 - £45,000 per annum with discretionary bonus, plus statutory pension contribution
- 25 days holiday (plus English bank holidays), plus flexible working potential
- Potential to become a shareholder in the future and progress to Director



## **Application Process**

Interested candidates should send a CV and covering letter detailing their interest in Sporting Assets and relevant experience to: [recruitment@sportingassets.co.uk](mailto:recruitment@sportingassets.co.uk)

Closing date for applications: Friday 28 April 2017

1st Round Interviews w/c 1 and 8 May 2017

2nd Round Interviews w/c 22 and 29 May 2017

***Applicants should be aware Sporting Assets are recruiting for a number of posts and applications will not be accepted by the same individuals for multiple roles.***

