



Posting Title	Commercial Manager
Department	Marketing Department
Reports to	Marketing Director

Job Overview:

The role requires a highly commercial individual with a strong track record in creating and managing revenue streams and building successful partnerships. The ideal candidate shall have excellent communication and negotiation skills, with the ability to build and maintain strong relationships with a wide range of stakeholders. The candidate shall also have a passion for football and a deep understanding of the sports industry.

Job Responsibilities:

1. Developing and implementing commercial strategies/plans to increase revenue for the association.
2. Building and maintaining relationships with corporate sponsors and partners. Ensuring that their needs are understood and addressed effectively.
3. Negotiating and closing sponsorship and commercial deals.
4. Exploring and pursuing new revenue opportunities by developing and implementing strategies for sponsorships, licensing, and e-commerce.
5. Creating and managing a portfolio of merchandise and products, including design, production, and distribution.
6. Developing and delivering presentations to promote the association and its commercial activities.
7. Collaborating with other departments to deliver commercial initiatives and maximize revenue and the impact of sponsorships and partnerships.
8. Developing and managing budgets for commercial activities.
9. Staying up-to-date with the latest market trends and best practices in sports sponsorship and commercial partnerships.
10. Planning and executing gifts and giveaways for sponsors and partners, including on special occasions and in recognition of season achievements.
11. Creating and delivering regular reports to sponsors and partners, including quarterly and yearly performance reports in collaboration with media and design teams.
12. Proactively reaching out to the market to sell media advertising on the association's media and advertising assets, including Stadium mediums (boards, LED screens, printings, and internal sound system) Other mediums (offline and digital activation, and live events).



Job Requirements for a Commercial Manager at Jordan Football Association include:

1. A bachelor's degree in business, marketing, or a related field. A master's degree may be preferred.
2. A minimum of 5 years of experience in commercial development, sales, or a related field, with a proven track record of success in negotiating and closing large sponsorship and commercial deals.
3. English and Arabic Fluency
4. Excellent communication and negotiation skills, with the ability to build relationships with a wide range of stakeholders.
5. Excellent project management skills, with the ability to coordinate multiple initiatives and programs and manage multiple deadlines.
6. A passion for football may be preferred.

To apply for the Commercial Manager role at the Jordan Football Association, send your CV to Careers@jfa.com.jo, and remember to include the position name in the email subject line.

Good luck with your application!