



**Job Title:** Chief Executive Officer, Partick Thistle Football Club

**Location:** Glasgow, Scotland

**Reports to:** Board of Directors & PTFC Trust

**Job Type:** Full Time – 5 days a week (including weekend working)

**Salary:** Salary + Pension + Bonus + Life Assurance (depending on experience)

## **Overview:**

Reporting to the Club Board, the CEO will be responsible for the delivery of all operational and commercial activities for Partick Thistle Football Club.

They will also be expected to work with the board and fan ownership group to set the strategic objectives for the club which will underpin these goals.

The CEO will be expected to provide leadership for all off-field staff (employees & volunteers) and work with the football management team to assist with contractual and HR Matters, allowing the teams to perform at the highest levels possible.

The CEO will have overall responsibility for the management of the stadium ensuring compliance with all relevant legislation.

The CEO will act as the point of contact between the club and the various football governing bodies.

## **Key Responsibilities:**

### **Strategic Leadership**

- Alongside the club board & fan ownership group, oversee the development and implementation of the club's strategic plan.
- Identify opportunities for revenue generation, fan engagement, and brand enhancement.
- Lead the execution of strategic initiatives to improve the club's competitiveness and financial performance.

### **Financial Management**

- Develop and manage the club's annual budget, ensuring financial sustainability.
- Identify and maximise key revenue streams, including ticket sales, sponsorships, hospitality, merchandising, media, stadium rental and fan engagement.
- Implement cost-saving measures and financial controls to optimise resources and mitigate risks.

### **Commercial Partnerships & Sponsorships**

- Lead the commercial team to find and secure sponsorship opportunities.
- Cultivate and maintain relationships with corporate sponsors, partners, and stakeholders.
- Negotiate sponsorship deals, advertising contracts, and partnership agreements to maximise revenue opportunities.
- Explore innovative ways to leverage the club's brand and assets for commercial purposes

### **Football Operations**

- Be a member of the Football Leadership Group which will oversee the strategic direction of the football teams and the clubs academy.
- Work closely with the football department to support player recruitment, retention, and development strategies.
- Ensure compliance with governing bodies' regulations on player contracts, competition rules and transfer policies.
- Oversee the selection of training facilities, the provision of medical services, and other football-related activities.

### **Fan Engagement & Community Relations**

- Develop and implement initiatives to enhance fan engagement, loyalty, and satisfaction by working with the various Partick Thistle Supporters Groups. This will include The Jags Foundation, The Jags Trust and The Disabled Supporters Association.
- Foster strong ties with the local community through outreach programs, events, and partnerships. It is expected that the CEO will represent the club as a director on the Partick Thistle Charitable Trust and with the Partick Thistle Academy.
- Represent the club in public appearances, media interviews, and community events to promote its values and initiatives.

### **Stadium & Facilities Management**

- Oversee the maintenance and operation of the club's stadium and facilities, ensuring a safe and welcoming environment for players and fans.
- Develop plans for stadium upgrades, renovations, or expansions to enhance the matchday experience and generate additional revenue.
- Ensure the stadium meets the standards required to obtain the annual safety certificate.

## **Leadership & Team Management**

- Provide strong leadership and direction to the club's staff, fostering a culture of teamwork, accountability, and excellence.
- Recruit, develop, and retain top talent across various departments, including administration, commercial, facilities, marketing, operations, and finance.
- Lead by example, embodying the club's values and promoting a positive and inclusive work environment.
- Develop and implement a framework to motivate, reward and monitor staff performance.

## **Qualifications and Skills**

- Proven experience in executive leadership roles preferably within the sports or entertainment industry.
- Deep understanding of the football business, including club operations, revenue streams, and industry trends.
- Experience in building relationships and influencing multi stakeholders and partners.
- Strong financial acumen and experience in budgeting, financial management, and revenue generation.
- Excellent communication, negotiation, and interpersonal skills with the ability to develop effective working relationships with colleagues & volunteers to drive revenue and results.
- Strategic thinker with the ability to develop and execute plans to achieve organizational objectives.
- Experience of dealing with conflicting demands in an administrative capacity.
- Passion for football and commitment to the success of the club.
- Good understanding and working knowledge of social media.
- Resilience and ability to thrive in a fast-paced and demanding environment.

As the CEO of Partick Thistle Football Club, you will have the opportunity to make a significant impact on the club's success and legacy. If you're a dynamic and visionary leader with a passion for football and a track record of driving results, we invite you to join us in this exciting role.