

SOLIHULL RIDING CLUB

Job title Commercial Manager

Responsible to The Directors of SRC Equestrian Ltd/ Executive Committee of Solihull Riding Club

Primary location Main place of work to be at Solihull Riding Club

Salary Circa £55k (Possibility of negotiation for an outstanding candidate)

Working hours Full time. 37.5 hours working 5 days in 7. (Flexibility essential with some long days, weekend and evening working required)

Holiday 28 days including Bank Holidays

Primary Purpose

The commercial manager is responsible for overseeing business growth, revenue generation and profitability across the riding club and the associated trading arm, Solihull Equestrian Ltd. It involves managing client relationships, identifying business opportunities, negotiating contracts and ensuring delivery of commercially viable solutions that align with the strategic goals of the organisation.

Key responsibilities

Strategic Planning & Execution

- Develop and implement commercial strategies which align with the strategic goals of the organisation.
- Lead the development and implementation of site management plans across the built and natural environments
- Analyse market trends to identify and deliver new business opportunities and areas for growth.
- Lead the development and implementation of marketing strategies, partnerships, sponsorships & fundraising opportunities including application for appropriate grants.
- Establish business performance targets and ensure these are met

Contract Management

- Lead contract negotiations and ensure compliance with legal and regulatory requirements
- Monitor ongoing contractual performance to ensure fulfilment of obligations and financial targets

Financial Oversight

- Manage budgets, forecasts and financial reporting
- Analyse financial data to ensure profitability and cost efficiency across operations

Client & Stakeholder Management

- Build and maintain strong relationships with key clients, suppliers and stakeholders including our partners and on-site business owners.
- Address customer needs and resolve issues to achieve and maintain high levels of satisfaction

Team Leadership

- Lead and manage team members (Events team, Grounds team and Catering Team)
- Enable cross-functional collaboration
- Manage our contractors to ensure timely delivery of services to the standards required

Risk Management

- Ensure an appropriate policy framework is in place to ensure safe and effective operations
- Identify and mitigate commercial risks

Key Skills & Competencies

- Strong negotiation and influencing skills
- Excellent commercial acumen and strategic thinking
- Robust knowledge of financial modelling and pricing
- Exceptional communication and interpersonal skills
- Ability to lead cross functional teams
- Proficient in relevant technology and Microsoft Office tools

Qualifications & Experience

- Bachelor's degree in business administration, Finance or similar
- Minimum of 3 - 5 years in a commercial or business management role
- Proven track record of driving performance, revenue and profitability.

Additional Knowledge & Skills

- Strong problem-solving ability
- High attention to detail
- Adaptable to fast-changing environments
- Knowledge or understanding of equestrian competition desirable but not essential