



**European
Gymnastics**

Head Office
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Expression of Interest – Commercial Lead Partner / Manager

European Gymnastics is looking for a dynamic and results-driven Commercial Lead Partner / Manager to advance its' commercial initiatives. This position can be filled by an individual freelancer working remotely, a (temporarily) hired professional working in the Lausanne office of European Gymnastics or an agency.

Description of tasks

- Develop comprehensive commercial strategies to maximize revenue streams and promote sustainable growth for European Gymnastics.
- Identify and pursue new business opportunities, partnerships, and sponsorships to support the organisation's financial objectives and strategic priorities.
- Analyse market trends, audience insights, and competitor activities to identify opportunities for innovation and differentiation in commercial endeavours.
- Monitor and evaluate the performance of commercial activities, providing regular reports and insights to senior management and relevant stakeholders.
- Collaborate with marketing/communications and other European Gymnastics departments to ensure alignment and integration of commercial initiatives with overall organisational objectives and European Gymnastics' brand and values.

Essential skills & qualifications

- Strong understanding of the European sports market, including trends, stakeholders, and regulatory frameworks.
- Excellent communication, negotiation, and relationship-building skills, with the ability to influence and collaborate effectively.
- Business level English, verbal and written (+ knowledge of other European languages is a plus) and proficiency in the Microsoft Office Suite resp. other similar tools.
- Ability to work independently and remotely, but in cooperation with the European Gymnastics team.
- Flexibility as needed to travel within Europe and to work outside usual office hours.
- Bachelor's degree in Business Administration, Marketing, Sports Management, or related field; advanced degree preferred, OR proven track record of success in commercial or sponsorship management roles within the sports industry.

To declare interest

If you're passionate about sports business, commercial partnerships, and driving impact in the gymnastics community, please send

until **Wednesday, March 27th, 2024** to **jobs@europeangymnastics.com** :

- An **up-to-date CV / company profile** (if agency), including **3 references/testimonials**.
- A **cover letter** outlining experience & qualifications and explaining why you are suitable for this role.
- Please include information on **financial expectations** (daily fee (freelancer), financial offer (agency), salary (temporarily hired professional)) and on your **availability for the position**.

Note: This is a temporary assignment initially planned for 1.5 - 2 years. Start date: Immediately or by arrangement. Applicants as individual freelancers must fulfil the legal- and tax- requirements for being self-employed in the own country of residency. Applicants for the position as hired professional must have valid Swiss work- and residency permits.

Questions?

European Gymnastics General Director Lisa Worthmann, e-mail: jobs@europeangymnastics.com , phone +41 21 613 10 22.

European Gymnastics

European Gymnastics is the continental governing body for the sport of gymnastics and is recognised as such by the International Gymnastics Federation FIG. We represent 50 National Federations and 8.5 million gymnasts all over Europe who take part in our sport from participation level through to international competitive level. We are responsible for the development and operation of European events including the European Championships across multiple disciplines and mass participation events such as Eurogym and the Golden Age Gym Festival.

- **Our Vision:** To be the foundation of a strong community in Europe elevating and inspiring the gymnastics world.
- **Our Mission:** To promote, develop and support synergy among the community to make gymnastics and the people who practise it, at all levels, shine.
- **Our Values:**
 - Respect
 - Unity
 - Excellence
 - Enjoyment