



Job Role: Commercial Lead

Full time, permanent position

£38,000 - £42,000 pa

Reporting to: Managing Director

Background:

Oxford City Football Club based just minutes from the ring road in Oxford welcomes 80,000 facility users per year. Within the facility there are two football pitches in use across seven days of the week plus six netball courts that bring a heavy footfall during weekend and evenings. A full-time education academy hosts 80 students during the week as well as Women's and Men's first team sessions. The weekends bring Men's and Women's First Team fixtures, youth tournaments and grassroots football fixtures.

Our Vision:

Oxford City Football Club is building a professional community club powered by world-leading coaching, education and research. We are building a future where football, education and community unite as One City - to inspire, develop and lead. Commercial growth fuels that vision, and this role is central to making it real.

Role specification:

This is a high-impact leadership role for someone who wants ownership, pace and the chance to build something meaningful. As Commercial Lead, you will be the driving force behind the club's commercial momentum, shaping strategy, unlocking new revenue, and creating partnerships that believe in what Oxford City FC stands for. This role works hand-in-hand with the marketing team to build a modern, ambitious, data-led growth engine for the club.

Key Responsibilities:

- Lead and deliver an ambitious commercial strategy aligned with the club's vision and growth plans
- Own the full sponsorship and partnerships lifecycle: prospecting, pitching, negotiation, activation, delivery and renewal
- Secure new partners who connect with the club's community identity and long-term ambitions

- Drive matchday and non-matchday revenue including hospitality, ticketing campaigns, group sales, events and new opportunities
- Ensure exceptional activation and delivery of partner agreements, raising the bar for professionalism
- Maintain accurate CRM data, commercial dashboards and financial documentation
- Collaborate closely with the marketing team to deliver powerful campaigns, launches and partner storytelling
- Play a key role in club-wide events, projects and stakeholder engagement
Act as a visible ambassador for Oxford City FC, representing the club with confidence and credibility
- OneClub mentality - Be adaptable and willing to take on additional responsibilities as required to support the success of the club and across the business.

How You Support Our Strategy:

Community: Enhance matchday and non-matchday experiences for fans, families and stakeholders.

People: Set professional standards, build trust and work collaboratively as part of a One City culture.

Partnerships: Build strong, long-term relationships that are mutually beneficial and values-aligned.

Finance: Drive diversified, sustainable revenue that underpins performance on and off the pitch.

Our Values in Action

We set the tone by leading with professionalism and integrity.

We exceed potential by constantly improving how we generate value.

We connect with people by building real relationships with partners, supporters and colleagues.

We aim high — always asking what's next, and how we can grow smarter and stronger together.

Person Specification - Essential Personal Characteristics

- Proven experience in commercial, partnerships or business development roles
- The ability to network at all levels and make an impact of everyone you meet
- Strong understanding of commercial operations within football or sport
- A confident communicator and negotiator who enjoys building long-term relationships

- Commercially creative, highly organised and detail-driven
- Comfortable working at pace in a visible role with real accountability
- Flexible to work evenings and weekends around matchdays and events
- Full UK driving licence and access to a vehicle

Person Specification - Desirable Characteristics

- Experience working within professional football.
- Knowledge of sponsorship activation and digital marketing.

Salary:

£38,000 - £42,000 pa

Annual Leave:

28 days including bank holidays

Benefits:

- Friends and Family season ticket
- Uniform supplied
- Annual employee wellbeing grant
- Pension with employer contribution (after 3 months)
- Free school holiday childcare (ages 4 to 12) at Ignite Sport UK Holiday Camps
- On site parking

Work Location:

In person, Oxford City FC, The Community Arena, Oxford, OX3 0NQ

How to apply

To apply, please send a copy of your CV and a covering letter, or, a 1 to 2 minute video, to our recruitment team: club@oxcityfc.co.uk telling us why you are the best candidate for this role. Please include the job title that you are applying for in the subject of your email.

Application deadline: Saturday 13th June 2026.

Successful candidates will be contacted by Wednesday 17th June 2026.

We uphold a robust recruitment process. Applicants must be eligible to work in the UK and willing to undergo an enhanced DBS check with additional prior employment vetting.

Oxford City Football Club is an Equal Opportunities Employer. We celebrate diversity and are committed to creating and maintaining an inclusive environment for all employees.