

JOB ADVERTISEMENT & ROLE SPECIFICATION

Job Title:	Non-Executive Director (Commercial)
Remuneration:	Voluntary Position (Expenses Paid)
Time Commitment:	Approximately 10-20 days per year
Location:	Board meetings held in Newport or Cardiff (5 per year). Meetings currently held by video call.
Term of office:	3 years (max 2 terms)

Wales Golf is working in partnership with Acorn Executive Search to appoint a new Commercial Non-Executive Director.

Wales Golf is an equal opportunities employer and positively encourages applications from suitably qualified and eligible candidates regardless of sex, race, disability, age, sexual orientation, religion or belief.

About Wales Golf

Wales Golf is the national governing body for golf in Wales responsible for promoting and developing the sport in Wales with specific emphasis on the amateur game.

Golf is one of the most widely played sports in Wales with approximately 100,000 participants of whom over 45,000 are members of clubs affiliated to Wales Golf.

Through its development team Wales Golf provides practical help and advice to affiliated clubs and runs numerous initiatives to help introduce juniors and adults to the sport. It runs high-performance programmes for upcoming and elite players, selects all national teams, manages a wide range of championships for club players up to elite level amateurs and is responsible for the administration of the golf handicapping system in Wales.

Position summary

Responsible to the Chairman and the Board the successful candidate will use their experience and specialist knowledge, to develop Wales Golf's commercial strategy as it seeks to broaden its sources of revenue.

As a Non-Executive Director, the successful candidate will contribute to the ongoing development of Wales Golf's strategy, help oversee the successful delivery of its strategy and promote the highest standards of governance across the organisation.

Key responsibilities

Commercial

- Working with the Chief Executive, use executive experience to:
- Advise and assist Wales Golf in the development of a medium-term commercial strategy to broaden its sources of revenue.
- Identify and secure commercial partners to work with Wales Golf in support of affiliated clubs and their members.
- Secure increased sponsorship for key Wales Golf championships and national teams.
- Identify opportunities to generate advertising and promotional revenues from Wales Golf's web-site, player portal, app and database.
- Provide training to Wales Golf staff to improve their commercial knowledge.

Leadership and strategic development

- Participate in the development of Wales Golf's purpose, culture and values and the establishment of its strategic objectives.
- Oversight of the performance of the Company against its strategic objectives.
- Contribute to a constructive relationship between Board and the executive team.
- Contribute to an environment which encourages open discussion and constructive challenge.

Governance and financial stewardship

- Ensure best practice standards of corporate governance consistent with the Board's fiduciary and statutory responsibilities.
- Ensure that the Company maintains a sound system of internal controls and risk management.
- Contribute to an annual evaluation of the performance of the Board.
- Ensure that the company maintains an appropriate financial position and approve the annual financial plan and monitor performance against it.

Ideal person specification

Experience

Essential

- Experience of establishing long term partnerships with companies in the private sector.
- Track record in generating sponsorship, advertising and promotional revenues.
- A strong track record of achievement in their executive career.
- Experience of working in an environment involving strategy development and implementation.
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Desirable

- Knowledge and understanding of the principles of good corporate governance.
- An understanding of the legal duties and responsibilities of being a company director.
- An understanding of the game of golf.

Personal characteristics and abilities

- An ability to question intelligently, challenge rigorously and debate constructively.
- An ability to make decisions in a considered and dispassionate manner.
- Strong interpersonal skills.
- High ethical standards of integrity and probity and a commitment to Wales Golf's values.
- Able to gain the trust and respect of other Board members and Wales Golf staff.
- A commitment to stay well informed about Wales Golf and the environment in which it operates.

Closing date 9 July 2021

An application form and candidate privacy notice are available from Wales Golf by emailing Zoiya.Saleem@acornpeople.com

Candidates should return a completed application form and CV by email to Zoiya.Saleem@acornpeople.com.