**Commercial Director: Additional Information**

In addition to the general board membership responsibilities and attributes listed below, the Squash Wales Commercial Director will also have the following key responsibilities:

* Work with board colleagues, the Chair and office staff to create, deploy and monitor a commercial action plan
* Assist staff in finding, maintain and managing commercial sponsorship / partnership agreements.
* Assist Squash Wales in creating a more sustainable financial position through increasing income from non-grant sources and/or offsetting costs through value in kind partnership agreements.

In order to carry out this role, it is likely the Commercial Director will have some of the following skills and experiences

* experience within the private or public sector, working with partners to generate commercial income.
* knowledge of business networks within and beyond Wales, particularly as orientated toward sport, physical activity and health.
* previous success within an organisation of delivery organisational player significantly involved in delivering strategic marketing objectives.
* An understanding of sport sponsorship mechanisms and sport partnerships.

**General Squash Wales Board Members Responsibilities and Attributes**

Responsibilities:

* Setting the organisation’s mission, vision, values and strategy
* Monitoring and evaluating the implementation of policies, strategy and agreed objectives
* Ensuring that internal controls are effective
* Creating and maintaining positive and productive relationships with all internal and external stakeholders
* Provide direction and support for staff members and volunteers, helping them achieve the aims of the organisation.
* Providing mentoring and support to relevant staff members

Attributes:

* Demonstrates robust, collaborative leadership with an ability to unite teams around shared objectives
* Demonstrating selflessness and accountability in working with colleagues and towards the Squash Wales mission and vision.
* Thorough understanding of and ability to implement good governance to achieve optimum performance
* Showing integrity, honesty and objectivity in their contributions to the board.
* Personal organisation and effective planning
* Ability to develop and maintain effective professional relationships with a variety of stakeholders