

We are The R&A. Our mission is to open golf to the world. We have over 300 employees who work hard to unite golf and golfers through common rules and governance, inspire through the staging of world class championships including The Open and AIG Women's Open, and lead through working to shape the future of golf with our partners.

The R&A governs the Rules of Golf, the World Handicap System, equipment standards and rankings in partnership with the USGA, while supporting both established and emerging formats of the game.

In the next five years we aim to attract 22 million additional golfers, generate more than £1.5 billion in economic benefit through our championships, create more than £25 billion in social value, establish more than 200 strategic partnerships and generate more than 5 billion fan interactions. For more information, visit www.randa.org

The Role: Broadcast Partnerships Manager

Location: St Andrews – Hybrid working pattern

An exciting opportunity has arisen to join our commercial function as a Broadcast Partnerships Manager. The R&A's commercial function leads our partnerships with broadcasters & production partners alongside key agency relationships. Alongside the commercial and rights management, we produce multiple live productions per season including The Open, AIG Women's Open & our Amateur Production portfolio.

As our Broadcast Partnerships Manager, you will be responsible for managing and developing key broadcaster relationships, delivering an effective partnership and rights servicing programme, and coordinating with internal stakeholders and external agency partners across the broadcast portfolio.

You will support the continued evolution of the broadcast strategy and partnership programme, working closely with the Head of Broadcast and key external agency partners to identify opportunities to enhance partner value, audience reach and commercial outcomes.

The role will help deliver the R&A's commercial, audience and brand objectives through its broadcast portfolio, whilst maximising the value and effective utilisation of media rights by our broadcast partners.

Key Responsibilities:

- Develop and maintain strong strategic relationships with broadcast partners, supporting the delivery of the R&A's audience, brand and commercial objectives.
- Deliver best-in-class partnership support to broadcasters, enabling them to maximise the value and utilisation of their rights.
- Develop structured account plans and partnership priorities for key broadcasters, including regular partner meetings, reviews and agreed actions.
- Identify opportunities to strengthen broadcaster partnerships, including new content, promotional, audience and commercial opportunities.

- Liaise with key internal departments to understand and support their objectives through the broadcast portfolio.
- Be the R&A's key broadcast contact for selected R&A Championships, ensuring effective coordination between the R&A, broadcasters, agencies and relevant stakeholders.
- Manage the delivery of key promotional and content assets to broadcasters internationally.
- Create clear and concise internal communications, providing relevant stakeholders with key information, updates, requirements and actions relating to broadcast partnerships.

Who We Are Looking For

The ideal candidate will have the following experience and attributes:

- Relevant working experience within a sports governing body/team, rights holder, broadcaster, agency or media organisation.
- Track record of building and managing strong relationships with broadcasters, commercial partners, agencies or other external stakeholders.
- Experience articulating strategy, objectives and partnership plans through clear presentations and written communications.
- Experience of delivering commercial assets through live productions
- Experience working on live productions at major sporting events
- Knowledge and interest in golf, sports media and content.
- Experience of complex contracts and working with legal teams.
- Understanding of broadcast contracts, media rights, reserved rights and rights compliance.
- Understanding of broadcast production and delivery processes.
- Strong organisational and project management skills, with the ability to manage multiple stakeholders, priorities and deadlines.
- Excellent relationship building, communication and stakeholder management skills.

What We Offer

We offer a great benefits package including the following:

- Competitive Salary
- Discretionary Bonus Scheme
- Company Pension Scheme and Sick Pay
- Life Insurance Cover
- Enhanced Maternity/Partner Pay
- 35 Days Holiday Per Year
- Free tickets to The Open and AIG Women's Open each year (and other relevant R&A Championships)
- Cycle to Work Scheme
- Season Ticket Loan
- Contribution towards glasses for VDU use
- Discounts available across 800 UK retailers and local businesses, such as gym membership
- Electric Vehicle Salary Sacrifice Scheme

Equal Opportunity Employer:

We are an equal opportunities employer and welcome applications from all suitably qualified persons regardless of their age, disability, race, religion/belief, gender, sexual orientation or gender identity. Please let us know if you require any reasonable adjustments. We'll need you to confirm you have the right to work in the UK.

How to Apply

Please submit your CV, Cover Letter and Salary Expectations to Recruitment@RandA.org