

## Managing Director – UK Indoor Sports Business

### Description

Our client is a leading indoor sports business with a strong commitment to promoting active and healthy lifestyles in the UK. We provide state-of-the-art facilities for a wide range of indoor sports activities, including basketball, volleyball, indoor soccer, and more. As we continue to grow and expand our operations, we are seeking a dynamic and visionary Managing Director to lead our team and drive the company's strategic growth and success.

**Position: Managing Director**

**Location: West Midlands**

### Responsibilities

- **Leadership and Strategy:** Develop and implement a comprehensive business strategy that aligns with the company's vision and values, ensuring continued growth and market leadership. Provide inspirational leadership to the management team and employees, fostering a culture of excellence, innovation, and teamwork.
- **Financial Management:** Oversee the company's financial performance, including budgeting, financial planning, and resource allocation. Implement effective cost-control measures while maximizing revenue and profitability.
- **Operational Excellence:** Ensure the efficient and effective operation of all facilities, maintaining high standards of quality, safety, and customer service. Implement best practices for the maintenance and improvement of sports facilities.
- **Market Expansion:** Identify growth opportunities within the indoor sports industry, including new locations, partnerships, and diversification of services. Lead the development and execution of expansion plans.
- **Customer Experience:** Focus on enhancing the customer experience, driving customer loyalty, and ensuring the business meets or exceeds customer expectations.
- **Regulatory Compliance:** Stay informed about relevant regulations, industry standards, and health and safety guidelines, ensuring the company operates in full compliance.
- **Stakeholder Relations:** Build and maintain strong relationships with key stakeholders, including local authorities, sports organizations, partners, and investors. Represent the company at industry events and forums.
- **Talent Management:** Recruit, develop, and retain top talent within the organization. Foster a culture of professional development, employee engagement, and performance excellence.

### Qualifications

- Proven experience as a Managing Director or in a senior executive leadership role, ideally within the sports and leisure industry or related sectors.

### Hiring organization

Exec Capital

### Employment Type

Full-time

### Beginning of employment

1st December 2023

### Duration of employment

Perm

### Industry

Leisure

### Job Location

Birmingham

### Working Hours

9-5

### Base Salary

£ 95000 - £ 105000

### Date posted

October 14, 2023

### Valid through

30.11.2023

- A strong track record of developing and implementing successful business strategies that have resulted in growth and increased profitability.
- Exceptional financial acumen, with the ability to manage budgets, analyze financial data, and make strategic financial decisions.
- Strong knowledge of indoor sports facilities, including operational best practices, equipment, and safety standards.
- Outstanding leadership and communication skills, with the ability to inspire and motivate teams at all levels.
- Excellent networking and relationship-building abilities to create partnerships and expand the company's presence.
- A commitment to promoting an active and healthy lifestyle through indoor sports and a passion for the industry.
- An understanding of relevant regulatory requirements and the ability to ensure the company's compliance.

**Education:**

A bachelor's or master's degree in business management, sports management, or a related field is preferred.

**Job Benefits**

Competitive Salary and Bonus

**Contacts**

[Exec Capital](#) are a leading Executive Recruiter for the leisure sector.