



## **GENERAL MANAGER**

Total Sports Coaching (TSC) deliver sports coaching in schools and the local community using multi-sport coaches to help children's personal development through sport. We also run specialist football programmes from 18 months up to adults, with our specialist football academies running throughout Kent. We have recently sold TSC franchises that are running other areas of Kent.

We are looking to employ a general manager to oversee and run our East Kent operation of the schools and football brands of TSC.

We are looking to fill this role soon once government restrictions ease and we are back to full working capacity, we are seeking expressions of interest from people who may wish to apply once the job becomes available. Outstanding candidates will be shortlisted for interview.

### **Job Description**

The general manager will oversee the day to day running of business operations in the East Kent area, as well as some operations roles with the franchisees. This will include organising and dealing with staff, as well as making sure our staffing levels are adequate. They will oversee the operations of the business, our services, and their marketing. They will be expected to liaise with our current customers as well as bring new customers into the business.

### **Describe duties/responsibilities.**

- Organising staff, rota, recruitment, and discipline.
- Oversees and organises marketing and public relations for the company.
- Liaises with current schools and customers.
- Looks to work with new schools, customers, and partners to stimulate growth of the company.
- Ensures the smooth running of business operations.

### **The person**

The person will need to be enthusiastic and ambitious in helping us reach our goals as a company. A background in sport or working with schools or football is desirable but not essential. The person will need to be flexible and able to adapt quickly. A huge part of the success of our business has been our ability to build positive relationships with schools, parents and children who attend our coaching sessions, so the person must have the skills to help develop and maintain these relationships.

### **Skills and quals**

- Experience in the management of staff (Essential)
- Experience of building and maintaining relationships with customers (Essential)
- Strong organisational skills (Essential)
- Ability to be flexible and adapt (Essential)
- Good Marketing Skills (Desirable)
- Good Sales Skills (Desirable)
- Experience of working in schools/sport (Desirable)
- Knowledge of sports coaching (Desirable)

### **Salary**

Please fill out your minimum salary requirements on the expression of interest form.