



## **Finance & Operations Manager**

### **Galway GAA**

Cumann Lúthchleas Gael is Ireland's leading sporting and cultural organisation with membership approaching one million people and in excess of 500,000 playing participants at all levels. Inspired by its amateur status and supported by the voluntary efforts of all its members, the GAA devotes its entire resources to the development of Gaelic Games and Culture nationally and in local communities.

Cumann Lúthchleas Gael is now seeking applications from the suitably qualified persons for the role of Finance & Operations Manager, Galway GAA. The successful candidate will be responsible for working with the county executive to develop the vision and strategies of the GAA within the county and for implementing short and long-term plans to achieve the Association's goals. Reporting to the office of the Ard Stiúrthóir, with a secondary reporting relationship to the County Chairperson, the role holder will provide direction and leadership to the management and staff and oversee the effective development of Galway GAA.

#### **Duties and responsibilities shall include:**

##### **1. General:**

- Manage the operational structure and support the County Executive of the county in the day to day running of the county to include the management and supervision of full and part-time personnel.
- In collaboration with the County Treasurer, manage all financial services/operations ensuring that proper governance is in place.
- Reconcile and prepare the accounts for all entities under the control of the County Committee.
- Assist and support the county games manager and other personnel with the implementation of county games development and coaching plans, initiatives and strategy.

##### **2. Financial Management:**

- Develop and manage annual budgets in collaboration with other relevant stakeholders.
- Oversee day-to-day financial operations, including accounts payable/receivable, payroll, and cash flow management.
- Monitor financial performance against budget and provide recommendations for improvement as necessary.
- Manage the ticketing systems in use for all fixtures.
- Responsibility for financing of Capital Development works in conjunction with the Management Committee.
- Financial administration of county grounds and of the Inter County Player Injury Scheme.
- Ensure compliance with relevant financial regulations and standards.



### **3. Commercial Development:**

- Identify and pursue opportunities for revenue generation through sponsorships, partnerships, and commercial activities.
- Develop and implement strategies to enhance the organization's commercial presence and brand visibility.
- Negotiate and manage contracts with sponsors, vendors, and other partners.
- Collaborate with marketing and communications teams to leverage commercial opportunities and maximize exposure.
- Evaluate the effectiveness of commercial initiatives and make data-driven recommendations for future endeavors.

### **4. Stakeholder Engagement:**

- Cultivate strong relationships with existing sponsors, partners, and stakeholders to foster long-term collaborations and support.
- Act as a liaison between Galway GAA and external entities, representing the organization's interests in negotiations and discussions.
- Provide excellent customer service to sponsors and partners, addressing inquiries and concerns in a timely and professional manner.
- Collaborate with internal departments to ensure alignment of financial and commercial activities with organizational goals and objectives.
- Establish, build and maintain strong communications with Ard Comhairle and associated county, provincial and national bodies.

### **Essential Criteria**

- An appropriate degree in Finance, Business Administration or a related area with a minimum of 5 years' experience in a management role  
**OR**  
at least 6 years' experience working in a senior management role
- Proven experience in financial management, budgeting, and reporting.
- Demonstrated track record of success in commercial development, including sponsorship acquisition, partnership management, and revenue optimization.
- Strong analytical skills and proficiency in financial software and tools for data analysis and reporting.
- Excellent communication and negotiation skills, with the ability to build and maintain relationships with diverse stakeholders.
- Highly organized and detail-oriented, with the ability to manage multiple projects simultaneously and meet deadlines under pressure.
- Excellent people management skills with the ability to build and maintain strong business and team relationships and manage conflict.
- An in-depth knowledge of the GAA and its structures with a strong interest and understanding of Galway GAA.
- A commitment to promoting the values and mission of Galway GAA.
- Proven ability to work in high-pressure situations, and a willingness to work out of office hours and some weekends.



### **Desirable Criteria**

- Relevant professional certifications (e.g., ACCA, CIMA) preferred.
- Experience in procurement and negotiation of commercial partnerships and sponsor relationships.

### **Other Requirements**

- The role holder must have a full clean drivers licence and access to a form of transport which will enable them to fulfil their responsibilities in full.

### **How to Apply**

Candidates interested in the above role should apply with an up-to-date cover letter and Curriculum Vitae at <https://www.jobs.ie/job/finance-operations-manager-galway-gaa/gaa-job102090214> on or before 3pm on Monday, 11<sup>th</sup> March 2024.

The GAA is an equal opportunities employer.