

National Board Roles and Responsibilities

COMMERCIAL DIRECTOR

Main aspects to role:

- Responsible for bringing in additional revenue / beneficial services to the organisation to an agreed level.
- Highlight, plan and implement the awarding of the 'Investor In Young People' kite mark award.
- Overall responsibility for the creation of Partnerships with JCI UK and other likeminded organisations.
- Planning and implementing the direction of partnerships – identifying new opportunities commercially.
- Contacting organisations, arranging meetings, presentations, cold calling – even door knocking!
- Liaise with other JCI UK chambers to build upon local partnerships and try to replicate that nationally.

Time commitment outside of NB meetings:

- Evening and weekend meetings with contacts and potential partners.
- Evening and weekend visits to local chambers to discuss their partners and needs.
- Excessive emails/phone calls/chasing for feedback and meeting confirmations.

Key skills:

- Communication
- Presentations skills
- Sales skills
- Delegation
- Negotiation skills
- Resilience (rejection is likely!)

Events expected to attend:

- Board to Board handover.
- All national board meetings.
- Launchpad.
- Presidents and Deputies Day / Weekend.
- AGM.
- Awards Judging Weekend.
- National Convention.