



Confédération  
Européenne de  
Volleyball

## JOB ADVERT



[jobs@cev.eu](mailto:jobs@cev.eu)

[www.cev.eu](http://www.cev.eu)

### Commercial Development & Strategy Manager

location: Luxembourg  
Reports To: Chief Business Officer  
Department: Commercial & Marketing  
Contract Type: Full-time, Permanent  
Start Date: As soon as possible

#### About CEV

The European Volleyball Confederation (CEV) is the official governing body for Volleyball and Beach Volleyball in Europe. With 56 National Federations and a growing global fanbase, CEV is committed to delivering world-class events such as the CEV Champions League Volley, EuroVolley, and the CEV EuroBeachVolley.

#### Role Overview

The Commercial Development & Strategy Manager will serve as a strategic leader within the CEV, responsible for maximizing the value and commercial potential of all sponsorship and marketing assets across the organization's portfolio. The role combines deep analytical skills, industry expertise in sports marketing, asset valuation, and package development, acting as a bridge between inventory analysis and revenue generation.

#### Preferred Profile

A forward-thinking and highly analytical leader, capable of translating data-backed insights into commercial success and long-term partnership value. Previous track record in rights holder environments and sponsorship sales is strongly preferred.



## **Key Responsibilities**

- Lead the strategic assessment and categorization of the full inventory of commercial rights and sponsorship benefits, identifying high-value opportunities for monetization.
- Design and implement comprehensive rate cards for every individual benefit, establishing transparent, market-driven, and innovative pricing models.
- Create integrated sales packages and partnership offers tailored for different tiers, verticals, and market segments.
- Provide consultative support to the sales and partnerships team, ensuring all packages and offers are compelling and rooted in real market data and insights.
- Conduct in-depth market research, competitor analysis, and benchmarking to optimize sales propositions and commercial positioning.
- Oversee and continuously improve the sponsorship activation strategies and commercial reporting processes, ensuring measurable ROI for partners and the rights holder.
- Cultivate and manage key relationships with sponsors, prospects, and internal stakeholders, facilitating alignment between marketing, sales, legal, and activation teams.
- Maintain responsibility for revenue targets and growth objectives related to commercial rights, ensuring high standards of contract management and asset delivery.

## **Qualifications & Experience**

- Master's degree in Marketing, Business Administration, or Sports Management preferred.
- 5+ years of experience in commercial strategy, sports sponsorship, or rights management at rights holder, agency, or league/federation level.
- Strong expertise in asset valuation, rate card development, contract negotiation, and sales package creation.
- Proven leadership and project management skills in complex cross-functional environments.



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- Advanced analytical skills; proficiency in market and competitor analysis tools, Excel, and commercial reporting software.
- Excellent command of English; additional European or international languages are a plus.
- Demonstrated ability to drive revenue growth through innovative, data-driven strategies.
- Excellent communication, negotiation, and stakeholder management skills.

### Why Join Us?

- Lead the commercial growth of Europe's flagship Volleyball properties — from CEV Champions League Volley to EuroVolley.
- Drive partnership with global and European brands in one of the world's fastest-growing sports industries.
- Work in an ambitious, international sport confederation with strong momentum and visibility across Europe and worldwide media platforms.
- Play a crucial role by shaping the future of the Volleyball commercial model and long-term growth.
- Join a forward-looking organisation investing in digital innovation, fan engagement, and sustainability.
- Benefit from competitive compensation package and the tools to succeed.
- Thrive in collaborative, impact-driven culture where your work directly shapes outcomes and long-term partnerships, leaving a legacy for European Volleyball.

### Ready to Make an Impact?

Send your \*CV and a motivation letter (+optional: portfolio/case studies) to [jobs@cev.eu](mailto:jobs@cev.eu) with the following **subject line: “Commercial Development & Strategy Manager”**.

Please include your earliest start date and (if applicable) work permit status.

**Deadline for application 05/12/2025**

*\*Please save your documents as follows: Last name-first name-CV and Last name-first name-ML.*