



**GOODWOOD**



**The Role**

The Goodwood Road Racing Club is looking for a **Junior Partnerships & Development Planner** to join its growing team in a very exciting year. This role will report into the Senior Partnerships & Development Executive. The perfect candidate will ideally have a passion for motorsport and customer experience, with a proven track record of communication & organisation skills and relationship building. Some experience within the event industry would be preferable, and the perfect candidate will be looking to kick start their career here at Goodwood.

**About us**

At Goodwood, we celebrate our 300 year history as a quintessentially English Estate, in modern and authentic ways delivering extraordinary and engaging experiences. Our setting, 12,000 acres of West Sussex countryside and our story both play significant roles in Goodwood’s success. What really sets us apart is our people. It is their passion, enthusiasm and belief in the many things we do that makes us the unique, luxury brand we are.

**Passionate People**

It takes a certain sort of person to flourish in such a fast-paced, multi-dimensional environment like Goodwood. We look for talented, self-motivated and enthusiastic individuals who will be able to share our passion for providing the **“world’s leading luxury experience.”**

**Our Values**

**The Real Thing**

We employ meticulous attention to detail to create experiences, as they should be. We are honest and open.

**Derring Do**

We don't mind breaking the rules to create the best possible experiences. We will take tough decisions

**Obsession for Perfection**

It’s a team thing – everybody mucks in to make things happen. We're madly passionate about what we do

**Sheer Love of Life**

We want to make everyone feel special by loving what we do.

**Purpose of the role**

The Goodwood Road Racing Club is a Club of like-minded motorsport enthusiasts centred around the Goodwood Motor Circuit. The Club is led by The Duke of Richmond and puts on a year-round calendar of exclusive and exciting events at Goodwood and beyond for its Members.

The successful candidate will be an active, energetic team player within the close-knit Goodwood Road Racing Club team. Reporting into the Club’s Senior Partnership & Development Executive, play a pivotal role in delivering the team’s mission of nurturing a genuinely multi-tiered and international Club, united by passion. Primarily, be responsible for evaluating and delivering a heightened GRRC Fellowship experience in order to optimise satisfaction, retention and growth of this new and exciting segment of the

GRRC. Additionally, support the Senior Partnership & Development Executive with the delivery of a heightened Membership experience at Goodwood's headline motorsport events (Members' Meeting, Festival of Speed and Revival), the implementation of a comprehensive range of Club reciprocals & partnerships, and the research into new developmental projects within the GRRC.

<b>Key responsibilities</b>
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Drive the implementation of the current GRRC Fellowship strategy, whilst taking necessary steps to ensure it continues to grow domestically and internationally. This will include but will not be limited to:

- Working with the Motorsport Marketing and GRRC team in order to plan and execute local, national and international marketing strategy
- Evaluating and reviewing product offering on an on-going basis to ensure the constant fine-tuning and evolution of the Fellowship benefits, whilst protecting established Membership benefits
- Ensuring all advertised benefits are being delivered to an acceptable standard
- Work with external and internal suppliers to ensure the dispatch of annual packs is done in a timely and professional manner
- Work with the GRRC Membership Coordinator and Customer Sales team to ensure all Fellowship correspondence is conducted in a timely and professional manner
- Work with the Road & Racing team to ensure all video content is planned and delivered to a suitable standard
- Work with the Design Team and Marketing teams on future branding and collateral changes
- Ensure annual renewals plan is activated and delivered successfully
- Support the administration of the Fellowship budget

Support in enhancing the Member experience at all three of Goodwood's headline Motorsport events. This will include but will not be limited to:

- Attending various strategy and planning meetings
- Working alongside the Event Operations and wider teams to execute the successful delivery of Member experiences at headline events
- Assist with effective communication within the Goodwood group and to the Membership
- Assist with the monitoring of budgets for headline event deliverables

Support the implementation of a comprehensive year-round range of additional GRRC benefits through reciprocal and partnership deals with the wider motorsport and automotive industry, as well as Goodwood's Sponsors. This will include but will not be limited to:

- Supporting in the selection of suitable future partners
- Supporting in the negotiation of benefits within selected organisations
- Work with the wider team to create and implement communications plan to GRRC, via the website, newsletters, e-Marketing, and any other suitable channels
- Support where required with periodic evaluations of partnerships in order to understand value, efficiency and brand-fit
- Support with the research and delivery of future strategic uplifts
- Handle day to day telephone related enquiries regarding all Road Racing Club matters, in a professional and courteous manner

This job description may not detail some lesser duties allocated to the Junior Partnerships & Development Planner role, and from time to time it is expected that there will be ad-hoc requirements from this position.

### Qualities you will possess

- Passion for what you do
- Positive and friendly with a “can do attitude”
- Attention to detail
- Ability to prioritise and organise
- Proactive
- Take responsibility for yourself
- Excellent communicator
- Passion for learning new skills
- A sense of fun!

### What do you need to be successful?

- Some experience within the motorsport, events or marketing industries
- Proven organisational, communication and administrative skills
- Efficient working practises
- Strong networking and interpersonal skills
- Sound basic commercial understanding
- Knowledge of all Microsoft Office programmes
- A flexible approach to work which can be adapted to meet the needs of the business
- Have access to their own transport and live within a reasonable commuting distance of the Goodwood Motor Circuit

Each role is assigned a level against our expected behaviour. Your role levels are set out below.

<b>BEHAVIOUR</b>	<b>LEVEL</b>
Think Customer	2
Taking Personal Responsibility	2
Communication and Trust	1
Encouraging Excellence & Commercial Success	1
Working Together	2