



Commercial Analyst

Salary £25,000 per annum

Emirates Old Trafford, the Home of Lancashire Cricket is a world class multi-purpose Venue. This role is an exciting opportunity for an individual to join the Commercial Operations Team to analyse and drive positive results across all areas of the business.

As Commercial Analyst, you will be responsible for the collation and distribution of multi-platform data, using trend-analysis to identify Yield Management opportunities, whilst working on solutions to improve our financial performance. Reporting to the Head of Commercial Operations (and working closely with key individuals such as our Digital Retail Sales Executive) you will develop processes to positively benefit our commercial decision making and help us to shape future business strategies.

Key Responsibilities

- Be responsible for gathering system data from across The Club that will allow for future business decisions to be made.
- Work closely with all departments (such as Finance, Retail, Hotel, C&E, Ticketing, Guest Experience) to build relationships with the teams and ascertain what information we have available and how this can be used to improve financial performance.
- Work closely with the Head of Commercial Operations to identify trends and opportunities to improve revenue and overall contribution.
- Be responsible for accurate collating and reporting of data (in various forms) and ensure that the data is available for all levels of the business along with providing preparation and support for Trading Meetings.
- Work closely with the Digital Retail Sales Executive to support the Head of Commercial Operations in all goals and aims.
- Support the Head of Commercial Operations in driving greater system integration to improve MI and in along with any opportunities for improved financial performance.

Essential Requirements

- Excellent analytical skills with strong experience of working in data analysis along with a proven track record in the preparation of details cross platform analysis
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- Experience in the Hospitality Sector, ideally a Sports or Event based Venue.
- Self-motivated and driven to provide new ways of working to improve all aspects of Commercial Operations.
- Knowledge of Hotel and Conference, Events business and the system/financial make up of such.

Please take a look at the full job description and if you have the experience and skills and a passion for making change and the enthusiasm and energy levels to engage and achieve this, please submit your written application, with current salary, including covering letter and CV outlining why you should be considered for the role. Please send to Alex Bullough, Recruitment and Training Manager at careers@lancashirecricket.co.uk.

Closing date for applications is 24th January 2021, with first interviews commencing from 25th January 2021.