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**JANUARY 2026**

# **VACANCY: Senior Business Development Manager – Women's Football**

## **ABOUT FIFPRO**

FIFPRO is the global representative of professional men's and women's footballers worldwide. With over 70 affiliated national player unions and associations across the world, we are committed to defending the rights, position, and employment conditions of professional footballers in their working environments. Through its committed staff at the head office, FIFPRO serves its members and players worldwide via internal teams covering legal, men's and women's football policy, communications, finance, and union and player relations.

FIFPRO Commercial Enterprises is the engine which drives the organisation. With a robust rights portfolio and over 30 years of history with key clients, our revenue generation is the life blood for many player unions around the world. Building on a solid base allows for development into new areas. Our focused women's football commercial business is seen as a fundamental step to support women's football worldwide.

## **WHAT WE ARE LOOKING FOR**

You will be part of a dynamic team, where colleagues come from a range of international backgrounds and experiences. We work across many topics and subject areas, each bringing our own individual voice and opinion to our shared work in a collaborative and open manner. **Relocation to the Netherlands is preferred.**

This role is responsible for scaling a best-in-class commercial ecosystem around women's football. The position will execute the commercial strategy across licensing, sponsorship, and strategic partnerships for elite, international, collective women's football rights. This reinforces FIFPRO's position to the long-term growth and credibility of the women's football commercial landscape.

The successful candidate will combine deep knowledge of women's football with proven commercial execution, leveraging an established industry network to unlock new revenue streams and partnerships.

## **WHAT YOU WILL BE DOING**

### **Commercial Strategy and Growth:**

- Own the end-to-end commercial strategy for women's football across Europe and globally.
- Identify and execute high-impact licensing and sponsorship opportunities aligned with brand and cultural relevance.
- Build scalable commercial frameworks that support long-term growth of the elite, international, collective women's football business.



#### **Partnerships and Deal Execution:**

- Own the end-to-end commercial strategy for women's football across Europe and globally.
- Identify and execute high-impact licensing and sponsorship opportunities aligned with brand and cultural relevance.
- Build scalable commercial frameworks that support long-term growth of the elite, international, collective women's football business.

#### **Market Leadership and Vision:**

- Act as a senior industry voice in the women's football commercial space, shaping how brands engage authentically with the sport.
- Regularly work with commercial teams at FIFPRO member unions to maximise opportunities.
- Track and interpret trends across women's football, sports marketing and culture to inform commercial decisions.
- Champion collaboration across stakeholders to elevate the overall women's football ecosystem.

#### **Internal Leadership:**

- Work cross-functionally with wider-commercial, finance, legal and leadership teams to deliver commercial outcomes.
- Contribute to broader business strategy and long-term planning for women's football initiatives.
- Support the development of internal capability and best practice in women's sports commercialisation.

### **REQUIRED EXPERIENCE AND SKILLS...**

- Deep, demonstrable understanding of the European and global women's football landscape (clubs, leagues, federations, players, and commercial dynamics).
- Strong commercial pedigree with a proven track record in licensing and sponsorship, ideally within sport, lifestyle or culture-led businesses.
- Documented history of closing meaningful commercial deals and delivering sustained revenue growth.
- Extensive industry network across brands, licensees, agencies and decision-makers.
- Strategic thinker with the ability to translate vision into executable commercial plans.
- Credible, passionate advocate for women's football with a clear point of view on its future commercial potential.

### **PERSONAL ATTRIBUTES**

- Entrepreneurial mindset with a bias towards action and results.
- High credibility and influence with senior stakeholders and external partners.
- Passionate about driving progress, equity and innovation in women's football.
- Comfortable operating in an evolving, high-growth environment.



## WHAT WE HAVE TO OFFER

- Benefits like 13<sup>th</sup> month bonus, a good pension etc.
- Competitive salary.
- Mobile phone and laptop.
- Flexible working hours.
- Great place to work (FIFPRO House, Hoofddorp, the Netherlands).

For FIFPRO, equity, diversity and inclusion are key to our success and long-term sustainability. Whether that's at FIFPRO House or when representing football players worldwide, we are intentional about the culture we are building and the values we represent. At FIFPRO we value diversity – in backgrounds, in experiences and of thought – and our work to advance equity, diversity and inclusion is not an add-on but everyone's responsibility.

## HOW TO APPLY FOR THIS JOB

If you are interested, please send your motivation letter and curriculum vitae to [newjob@fifpro.org](mailto:newjob@fifpro.org) by 13 February 2026. We will send you an email to inform you about any possible next steps<sup>1</sup>.

*FIFPRO is dedicated to building a culturally diverse staff committed to working in a positive and inclusive pluralistic environment. Don't meet every single requirement? We encourage applications from traditionally marginalised groups and recognise that studies have shown that women and individuals from marginalised communities are less likely to apply for jobs unless they meet every qualification listed on a job description. At FIFPRO, we believe in more than a checklist when it comes to finding the perfect person for a role. Should this role sound exciting to you, we encourage you to apply.*

Hoofddorp, the Netherlands, January 2026

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<sup>1</sup> Please note this email address is only for interested applicants in the position Senior Business Development Manager Women's Football, at FIFPRO Commercial Enterprises. Any other use, including marketing information from recruitment agencies, will not be appreciated and replied to.