



GOODWOOD

The Role

The **International Director** will lead the internal and agency teams responsible for our international expansion and will report to the Motorsport and Content Managing Director.

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.

Daring 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

You will be responsible for the growth of our international business and the driving force behind expanding other global opportunities that take Goodwood around the world, currently focused on motorsport. You will develop, sell and manage our emerging white label consulting business, with an objective to deliver a multi-million pound business.

You will have P&L responsibility for our white label business alongside negotiating other key opportunities which are in early stages of development and will require the full range of leadership, collaborative and management skills expected from an experienced and accomplished senior leader.

KEY STAKEHOLDERS / INTERFACES:

- Lord March, COO, CCO, CMO, CFO, Sport Managing Director, Motorsport Managing Director, Group Head of People and Development and Non-Executive Directors

Key responsibilities

- Inspire and lead the team, providing a clear vision with actionable insights and clear measurement of success
- Develop and invest in the team, their skills and through coaching, and PDP's enable career progression and succession plans
- Drive the team to deliver against short and long term commercial targets
- Foster an environment that is high energy, positive, open and encourages all team members to give a view and take responsibility
- Ensure that the international business remains true to the Estate's values and brand at all times
- Oversee the building of robust strategic plans, budgets, KPIs and detailed operational plans to execute this multi-dimensional project.
- Work collaboratively with key stakeholders across the business to harness the skills and knowledge required to support the growth of the international business
- Responsible for the international P&L, balance sheet and cash flow statements
- Manage and build strategic key relationships with international partners through transparent and organised communication with an understand of cultural differences
- Ensure that each project is delivering customer centric led experiences
- Lead by example in our revenue acquisition efforts through internal sales resource and those of our approved global agencies
- Build relationships with Lord March, our Chairman and Lloyd McNeill, Motorsport Director, as well as building respect amongst other estate executive and non-executive directors.
- Responsible for taking critical learning on board and drive synergies, process and cost effectiveness across the total business.
- Responsible for all relevant health and safety and other legislative matters which affect our business in the UK and abroad.
- Ensure the provisions of The Bribery Act and similar relevant legislation is rigorously adhered to.

Qualities you will possess

- | | |
|--|--|
| • Strategic and Commercial Thinker | • Collaborative, flexible and warm |
| • Highly driven and energetic | • Excellent negotiation and influencing skills |
| • Think creatively | • Ability to manage conflict |
| • Thrives on building relationships | • Ability to prioritise and organise |
| • Creator of an energising environment | • Tenacious and Resilient |
| • Excellent Verbal and Written Communication | • Sees the mutual benefit for both parties |

What do you need to be successful?

- Substantial and proven experience of leading and growing a successful international business in more than one international market
- Proven experience of running multiple P&Ls and growing revenue at pace
- Experience of managing multiple relationships with multi-cultural customers and partners
- Strong business development (sponsorship)/ negotiating track record with senior individuals and major corporates
- Demonstrates experience of driving revenues in both B2B and B2C sectors
- Knowledge and experience of the Motorsport industry (desirable)
- Has led a customer-centred event environment
- Proven track record in demonstrating strong leadership and relationship management roles
- Ability and experience of planning and driving through change initiatives

- Cultural empathy with key partners
- Ability to show evidence of complex programme management, project delivery and working to tight deadlines
- Make presentations that inspire and influence
- Ability to appreciate the value of both tradition and new ideas
- Cultivates a supportive environment, where it is acceptable to challenge and make mistakes
- Generous and consensual in a management team, able to share ideas and to concede where appropriate.
- Languages an advantage
- Ability to travel globally essential