

CareerCompass Report

Personalised career analysis based on your CV.

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SECTION A — Candidate Overview

1. Candidate Snapshot

Charlie Webb is a soon-to-be graduate with a BA (Hons) in Football Business and Finance from UCFB, combining academic knowledge with practical experience in customer service, site operations, and entry-level accounting. Alongside studies, Charlie has developed leadership skills through sports and runs a small online reselling business, showing entrepreneurial initiative and financial awareness.

- Location: Brighton and Hove / North London (implied)
- Seniority: Final-year undergraduate / early career trainee
- Core fields: Football business, finance, customer service, site operations
- Non-elite university background, no formal graduate scheme experience
- Additional certifications in Xero accounting software and payroll

Not having a traditional graduate scheme lined up is common and does not limit strong career prospects. Charlie's mix of practical experience, certifications, and leadership in sport offer solid foundations for various entry-level roles.

2. Suitable Roles

- **Accounts Assistant / Junior Finance Officer** – Charlie's Xero experience and finance degree make this a natural next step, especially in SMEs or sports-related businesses where broad finance skills are valued.
- **Operations Coordinator (Non-obvious but realistic route)** – Experience in site assistance and event-day customer engagement at Wembley shows aptitude for coordinating logistics and operations in fast-paced environments.
- **Customer Success / Client Support Executive** – Strong communication and customer service skills gained at Wembley and Wave Leisure suit roles supporting clients post-sale or in service industries.
- **Sports Administration / Football Club Operations Assistant** – Combining football business knowledge with operational experience, roles in smaller clubs or sports organisations offer a practical entry point.
- **Sales Support / Reseller Account Assistant (Stepping-stone role)** – Running an online reselling business demonstrates commercial awareness and problem-solving, which can translate well into sales support roles in retail or distribution sectors.

Insider note: Hiring managers for junior roles often prioritise reliability, communication skills, and demonstrable enthusiasm over perfect academic pedigree. Showing practical examples of problem-solving and teamwork can help overcome lack of grad scheme experience.

3. Strengths

- **Practical financial software skills:** Xero certifications and hands-on accounting trainee work show readiness for finance support roles. Frame this as “ready to contribute from day one with real tools used in business.”
- **Customer service & communication:** Experience at Wembley and Wave Leisure highlights ability to handle diverse customer needs calmly and effectively. Emphasize adaptability and interpersonal skills in interviews.
- **Leadership & teamwork:** Captaining football teams and coaching shows leadership potential and resilience, valued in collaborative work environments.
- **Entrepreneurial mindset:** Running an online reselling business demonstrates initiative, financial awareness, and problem-solving outside formal employment.
- **Time management & reliability:** Balancing studies, work, and side projects indicates strong organisational skills and commitment.

4. Skill Gaps & What to Learn

- **Broader accounting knowledge:** Build on Xero skills with basic bookkeeping and financial reporting courses to deepen understanding of accounting principles.
- **Excel advanced skills:** Learn pivot tables, VLOOKUP, and basic macros to improve data handling and financial analysis capabilities.
- **Project or operations management basics:** Explore introductory courses or resources on project coordination to strengthen suitability for operations roles.
- **Build a small portfolio:** Create a case study or summary of the online reselling business including financials and problem-solving examples to showcase commercial skills.
- **Networking:** Speak to 2–3 professionals working in football operations, finance, or customer success to understand daily tasks and career paths.
- **Volunteering or freelance micro-projects:** Offer support to local sports clubs or small businesses with finance or operations tasks to gain real-world exposure.

SECTION B — Candidate → **Hired**

5. Salary Expectations

Based on aggregated data from Glassdoor and ONS for early-career roles:

- **UK (Brighton/London area):** £18,000–£24,000 for junior finance, operations, or customer support roles.
- **EU (Western Europe):** €20,000–€26,000 for similar entry-level positions.
- **US (major cities):** \$35,000–\$42,000 for comparable roles, noting higher cost of living.

Career progression examples (3–7 years):

- Finance Assistant → Finance Analyst / Accounts Officer (£25k–£35k UK)
- Operations Coordinator → Operations Manager (£28k–£40k UK)
- Customer Success Executive → Account Manager / Client Services Lead (£25k–£38k UK)
- Sales Support → Sales Executive / Business Development (£24k–£36k UK)

These ranges are indicative and depend on performance, sector, and location.

Insider tips on compensation:

- Early-career pay rises often come with demonstrated impact and taking on responsibility rather than formal reviews.
- Avoid underselling yourself in first offers; research typical pay and be ready to discuss your added value.
- Consider non-salary factors like quality of mentorship, learning opportunities, and company culture when evaluating offers.

6. Companies Hiring / Employer Types

- Small and medium-sized businesses in sports, retail, or local services where broad finance and operations skills are needed.
- Sports clubs, academies, and football-related organisations looking for administration and operations support.
- Event venues and hospitality firms similar to Wembley Stadium, offering roles in customer engagement and operations.
- Startups and scale-ups where multi-tasking and hands-on roles are common, providing faster responsibility.
- Agencies specialising in sports marketing, finance outsourcing, or customer success support.
- Public sector or non-profits with sports or community engagement programs.
- While traditional grad schemes may be competitive, some smaller firms run structured trainee programmes worth exploring.
- **Look for teams named:** Finance Operations, Customer Success, Event Coordination, Sports Administration, Sales Support.
- **Good employers** offer clear role definitions, mentoring, and opportunities to learn; avoid those with high turnover or vague job descriptions.

7. 90-Day Action Plan

Days 1–30 (Foundation)

- Complete an advanced Excel course focusing on financial functions and data analysis.
- Reach out to 5 alumni or LinkedIn contacts working in football business, finance, or operations for informational interviews.
- Document the online reselling business as a portfolio piece highlighting financial and problem-solving skills.
- Apply for 10 entry-level finance, operations, or customer service roles in SMEs and sports organisations.
- Volunteer to assist a local sports club or charity with basic finance or admin tasks to gain practical experience.

Days 31–60 (Execution)

- Attend at least one local networking event or online meetup related to sports business or finance.
- Start a small project to simulate operations coordination, such as planning a community event or managing a small team task.
- Follow up with contacts from informational interviews; ask for advice on breaking into specific roles.
- Tailor CV and cover letters to highlight practical skills and certifications, focusing on impact and reliability.
- Apply for internships or short-term contracts in finance or operations to build experience.

Days 61–90 (Optimisation)

- Request feedback on applications and interviews to refine approach and materials.

- Expand networking to include recruiters specialising in junior finance and operations roles.
- Consider freelance bookkeeping or admin tasks via platforms like Upwork to gain paid experience.
- Prepare for interviews by practicing STAR method answers focused on teamwork, problem-solving, and leadership.
- Explore relevant professional groups on LinkedIn or Slack to stay updated on industry trends and job openings.

SECTION C — Job Search Resources

8. Professional Summary (CV & LinkedIn Ready)

Final-year Football Business and Finance student with practical experience in accounting, customer service, and operations support. Certified in Xero accounting software and skilled in financial data management, leadership, and problem-solving. Proven ability to work effectively in fast-paced environments and a strong interest in sports business and finance roles. Open to practical entry-level opportunities beyond traditional graduate schemes.

9. Cover Letter Opening Paragraph

I am a motivated final-year Football Business and Finance student with hands-on experience supporting accounting operations and delivering excellent customer service at large venues like Wembley Stadium. My practical knowledge of Xero and commitment to accuracy equip me to contribute effectively to finance or operations teams. I understand the importance of supporting smooth day-to-day processes and am eager to bring my proactive approach and teamwork skills to your organisation.

10. Job Search Tips

- Use LinkedIn to connect with professionals in football business, finance, and operations; send short, personalised messages referencing shared interests or backgrounds.
- Highlight non-prestigious but relevant experience (e.g., stadium customer service, site assistance) as evidence of reliability and adaptability.
- Include a small portfolio or case study of your online reselling business in applications to demonstrate commercial and financial skills.
- Apply widely to SMEs, startups, and local sports organisations, which often have less competition than large corporates.
- Prepare for interviews by sharing clear examples of teamwork, problem-solving, and leadership from both work and sport.
- Join relevant online communities (e.g., sports business forums, finance trainee groups) to learn about hidden job opportunities and industry insights.
- Follow up politely after applications and interviews to show enthusiasm and keep your name top of mind.

This report is indicative and based on typical labour-market patterns, not guaranteed outcomes.