

# CareerCompass Report

Personalised career analysis based on your CV.

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## SECTION A — Candidate Overview

### 1. Candidate Snapshot

Charlie Webb is an early-career candidate currently completing a BA (Hons) in Football Business and Finance, with practical experience in customer service, site operations, and accounting support. They have demonstrated leadership through sports and entrepreneurial skills via an online reselling business. Their work experience spans event customer engagement at Wembley Stadium and accounting trainee responsibilities using Xero software.

- Location: Brighton and Hove / North London (implied)
- Seniority: Early-career / Graduate-level
- Core fields: Football business, finance, customer service, accounting support
- Additional context: Leadership in sports, entrepreneurial experience, Xero accounting certifications pending (May 2025)

### 2. Suitable Roles

- **Finance Assistant / Accounts Trainee:** Fits well given current role supporting accounting operations with Xero and financial record-keeping experience. Insider note: hiring managers look for accuracy and familiarity with accounting software like Xero or Sage.
- **Football Operations Coordinator:** Combines football business knowledge with event and customer service experience at Wembley Stadium. Insider note: employers value candidates who understand event-day pressures and stakeholder communication.
- **Customer Service / Client Relations in Sports or Events:** Strong customer engagement skills and experience in fast-paced environments make this a natural fit. Insider tip: demonstrating problem-solving under pressure is key in interviews.
- **Junior Financial Analyst (Entry-level):** With finance coursework and analytical skills, this role is a potential next step, especially if supplemented by further Excel and financial modelling skills.
- **Football Agency Assistant:** Given the Level 2 Football Agency qualification, this role aligns with the candidate's sector knowledge and interest. Insider note: networking with agents and understanding contract basics helps stand out.

### 3. Strengths

- **Practical accounting experience with Xero:** Can be framed as hands-on understanding of bookkeeping and financial processes, valuable for finance roles.
- **Leadership and teamwork from sports captaincy:** Highlights ability to lead, motivate, and collaborate under pressure.
- **Customer service in high-pressure environments:** Shows communication skills and problem-solving, important for client-facing roles.

- **Financial awareness from running an online reselling business:** Demonstrates entrepreneurial mindset and real-world application of financial principles.
- **Time management and reliability:** Evidenced by balancing studies, work, and extracurriculars, a strong signal for employers.

#### 4. Skill Gaps & What to Learn

- **Advanced Excel and financial modelling:** Develop skills in pivot tables, VLOOKUP, and basic modelling to boost finance role readiness.
- **Broader accounting principles and software:** Consider learning Sage or QuickBooks basics alongside Xero to increase versatility.
- **Data analysis and visualization:** Introductory courses in Power BI or Tableau would enhance analytical capabilities.
- **Networking with industry professionals:** Speak to 2–3 finance or football business professionals to understand daily challenges and career paths.
- **Understanding football industry commercial operations:** Explore modules or online resources on sports marketing and sponsorship to complement football business degree.

### SECTION B — Candidate → Hired

#### 5. Salary Expectations

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

- **UK (London area):** £20,000–£28,000 per year for entry-level finance or operations roles.
- **UK (Brighton / regional):** £18,000–£24,000 per year, reflecting slightly lower cost of living.
- **US (entry-level sports business/finance):** \$40,000–\$50,000 annually, depending on location.

#### Career Progression (3–7 years):

- **Senior Finance Analyst (UK London):** £35,000–£50,000
- **Football Operations Manager (UK):** £30,000–£45,000
- **Financial Controller (mid-sized firm):** £45,000–£60,000
- **Sports Agency Associate:** £28,000–£40,000

These ranges depend on performance, further qualifications, and market demand.

#### Insider Tips on Compensation

- Early-career pay typically grows with demonstrated impact and technical skill development rather than just tenure.
- Avoid underselling yourself; prepare to discuss how your unique football business and finance blend adds value.
- Consider non-salary factors such as training opportunities, exposure to senior leaders, and company culture when evaluating offers.

#### 6. Companies Hiring / Employer Types

- Sports clubs and stadiums with operations or commercial teams (e.g., event management, fan engagement).

- Mid-sized accounting or finance firms offering graduate or trainee schemes, often with exposure to sports clients.
- Football agencies and sports management firms, especially those looking for assistants with business and finance knowledge.
- Corporate finance teams within sports marketing or sponsorship agencies.
- Public sector or non-profit sports organizations focusing on community engagement and development.
- Look for employers offering structured mentoring, rotation schemes, and clear development pathways; avoid roles with vague responsibilities or poor onboarding.

## 7. 90-Day Action Plan

### Days 1–30 (Foundation)

- Complete Xero certifications and update CV with current trainee role and skills.
- Enhance LinkedIn profile with clear summary and relevant keywords (e.g., football business, finance, customer service).
- Research target employers in football operations and finance sectors.
- Reach out to 1–2 alumni or professionals working in football business or finance for informational interviews.
- Begin a basic Excel refresher focusing on formulas and data organization.

### Days 31–60 (Execution)

- Apply to 10–15 relevant entry-level roles, tailoring applications to highlight football business and finance blend.
- Attend local or virtual networking events related to sports business or finance.
- Seek feedback on CV and cover letter from mentors or career services.
- Start a short online course in financial modelling or data visualization.
- Connect with 2–3 professionals currently working in football agency or operations roles to deepen industry insight.

### Days 61–90 (Optimisation)

- Prepare for interviews by practicing responses to common finance and sports business questions.
- Develop a small portfolio or case study demonstrating financial analysis or event coordination skills.
- Follow up on applications and networking contacts with polite, value-adding messages.
- Explore opportunities for internships or short-term projects to gain further experience.
- Review progress and adjust job search strategy based on feedback and outcomes.

## SECTION C — Job Search Resources

### 8. Professional Summary (CV & LinkedIn Ready)

Early-career Football Business and Finance graduate with practical experience in accounting support, customer service, and event operations. Skilled in Xero accounting software, financial record-keeping, and client engagement within fast-paced environments. Proven leadership and teamwork abilities developed through sports and entrepreneurial ventures. Seeking to apply analytical and operational skills in finance or football business roles that offer growth and learning opportunities.

## 9. Cover Letter Opening Paragraph

I am a motivated Football Business and Finance graduate with hands-on experience supporting accounting operations and delivering excellent customer service at high-profile venues such as Wembley Stadium. My background combines financial awareness, leadership from sports, and practical skills in Xero software, positioning me well to contribute effectively to your finance or football operations team. I understand the importance of accurate financial processes and seamless event-day coordination, and I am eager to bring my proactive approach and strong work ethic to your organisation.

## 10. Job Search Tips

- Use LinkedIn to identify and connect with professionals in football business and finance; personalise outreach messages by referencing recent company news or shared interests.
- Highlight your Xero certifications and practical accounting experience prominently on your CV and applications.
- Include brief case studies or examples of problem-solving from your reselling business or event roles in your portfolio or interviews.
- Prepare STAR (Situation, Task, Action, Result) stories focused on teamwork, leadership, and customer service challenges.
- Apply to graduate schemes and entry-level roles at sports clubs, agencies, and finance firms, but also consider smaller organisations where you can gain broader experience.
- Attend industry webinars or local meetups related to sports business to build your network and stay updated on sector trends.
- Follow up applications with polite messages expressing enthusiasm and asking insightful questions about team culture or role expectations.

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