

# 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 completing a BA (Hons) Football Business and Finance degree, with practical experience in customer service, site operations, and accounting. They have demonstrated leadership through sports and entrepreneurial skills via an online reselling business. Their current role as an Accounts Trainee complements their academic background with hands-on finance experience.

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

### 2. Suitable Roles

- **Finance Assistant / Accounts Assistant** – Charlie's current trainee role and Xero certifications make this a natural next step, offering opportunities to deepen accounting skills in corporate or sports-related finance teams. *Insider note:* Hiring managers look for accuracy and proactive problem-solving in accounting roles.
- **Football Operations Coordinator** – Leveraging football business knowledge and event-day experience at Wembley Stadium, this role suits candidates supporting club or stadium operations. *Insider note:* Demonstrating understanding of event logistics and stakeholder communication is key.
- **Commercial Analyst (Entry-Level)** – With financial analysis skills and Excel proficiency, Charlie could target analyst roles supporting commercial decisions in sports or related industries. *Insider note:* Employers value candidates who can translate data into actionable insights.
- **Customer Service / Client Relations in Sports** – Given strong customer service experience and communication skills, roles in client-facing positions within sports organizations or agencies are realistic. *Insider note:* Showing resilience and calm under pressure stands out.
- **Junior Football Agent / Agency Support** – The Level 2 Football Agency qualification supports entry into football agency firms, assisting with client management and contract administration. *Insider note:* Networking within the football community is crucial here.

### 3. Strengths

- **Practical finance experience:** Supporting accounting operations with Xero shows readiness for finance roles; frame this as a foundation for understanding business finance processes.
- **Leadership and teamwork:** Captaining football teams and coaching experience demonstrate leadership and collaboration, valuable in any team environment.

- **Customer service excellence:** Roles at Wembley Stadium and Wave Leisure highlight strong interpersonal skills and ability to work under pressure; emphasize reliability and communication in interviews.
- **Time management and problem-solving:** Balancing studies, work, and an online business shows discipline and initiative; these traits resonate well with employers.
- **Technical skills:** Excel proficiency and upcoming Xero certifications indicate a solid technical foundation; mention eagerness to expand these skills.

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

- **Advanced Excel and financial modelling:** Build on current Excel skills by learning pivot tables, VLOOKUP, and basic financial modelling to increase analytical capability.
- **Accounting principles and software:** Deepen understanding of accounting standards and explore other software like Sage or QuickBooks to broaden software literacy.
- **Data analysis basics:** Introductory courses in data visualization (e.g., Power BI or Tableau basics) would complement finance and commercial roles.
- **Networking in football business:** Arrange informational interviews with football operations staff, sports finance professionals, or agents to understand industry expectations and build contacts.
- **Commercial awareness:** Stay updated on football industry trends, finance regulations, and sports business news to demonstrate sector knowledge in interviews.

### SECTION B — Candidate → Hired

#### 5. Salary Expectations

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

- **UK (Brighton/London area):** £20,000–£28,000 per year for entry-level finance or operations roles.
- **EU (Western Europe):** €22,000–€30,000 per year for similar roles.
- **US (entry-level sports business/finance):** \$40,000–\$50,000 per year, noting cost-of-living differences.

#### Career progression potential (3–7 years):

- **Senior Finance Analyst / Football Operations Manager:** £35,000–£50,000+ in the UK, depending on organization size and location.
- **Commercial Manager / Football Agent Associate:** £40,000–£60,000+ with experience and relevant licenses.
- **Finance Manager / Head of Football Operations:** £50,000–£80,000+ in larger clubs or corporate environments.

#### Insider tips on compensation:

- Early-career pay often grows steadily with demonstrated responsibility and certification completion.
- Avoid undervaluing yourself; prepare to discuss how your Xero certifications and football business knowledge add value.
- Consider non-salary benefits such as training opportunities, exposure to senior leaders, and company culture when evaluating offers.

#### 6. Companies Hiring / Employer Types

- Football clubs and stadium operations teams (e.g., event operations, commercial departments, finance teams).
- Sports agencies and football management firms, especially those supporting player contracts and commercial deals.

- Mid-sized accounting or finance firms offering trainee or junior accountant roles with exposure to sports clients.
- Corporate finance or commercial analyst roles within sports marketing or media companies.
- Public sector or leisure organizations with sports facilities, focusing on customer service and operations.
- **What to look for in a good employer:** structured graduate or trainee schemes, mentoring, cross-department rotations, and clear progression paths.
- **Red flags:** lack of training support, unclear role expectations, or minimal exposure to senior professionals.

## 7. 90-Day Action Plan

### Days 1–30 (Foundation)

- Complete all pending Xero certifications and update CV/LinkedIn with these credentials.
- Identify and enrol in an advanced Excel or financial modelling course.
- Research target employers in football business and finance sectors; list 10–15 companies.
- Reach out to 2–3 alumni or professionals working in football operations or finance for informational interviews.
- Prepare tailored CV and cover letter templates highlighting finance and football business skills.

### Days 31–60 (Execution)

- Apply to at least 10 relevant entry-level roles, focusing on finance assistant, football operations, and commercial analyst positions.
- Attend local or virtual sports business networking events or webinars.
- Practice interview questions related to finance, customer service, and football business scenarios.
- Follow up with contacts made during informational interviews to deepen relationships.
- Start a small project or case study applying financial analysis to a football business problem to showcase in applications.

### Days 61–90 (Optimisation)

- Review feedback from applications and interviews; refine CV and interview approach accordingly.
- Expand network by connecting with 3–5 professionals in football agencies or commercial roles.
- Explore volunteering or short-term internships in football clubs or sports organizations to gain practical experience.
- Update LinkedIn with recent projects, certifications, and endorsements.
- Prepare salary expectations and negotiation points for upcoming offers.

## SECTION C — Job Search Resources

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

Early-career Football Business and Finance graduate with hands-on experience in accounting, customer service, and football operations. Proficient in Xero and Excel, with strong leadership and communication skills developed through sports and work roles. Seeking to leverage financial analysis and operational expertise to contribute effectively within dynamic sports or finance teams.

## **9. Cover Letter Opening Paragraph**

I am a motivated Football Business and Finance graduate with practical experience supporting accounting operations and event-day customer engagement at Wembley Stadium. My background combines financial proficiency, including Xero certification, with a strong understanding of football industry dynamics. I am eager to contribute to your team by supporting accurate financial processes and efficient football operations, ensuring smooth month-end reporting and stakeholder satisfaction.

## **10. Job Search Tips**

- Use LinkedIn to connect with professionals in football finance and operations; personalize outreach messages by referencing recent company news or mutual connections.
- Highlight any real-world projects or business ventures (like your online reselling business) to demonstrate initiative and commercial awareness.
- Prepare STAR (Situation, Task, Action, Result) stories focused on teamwork, leadership, and problem-solving for interviews.
- Search for graduate schemes or internships offered by football clubs, sports agencies, and finance firms to gain structured experience.
- Attend industry webinars or local sports business meetups to build contacts and stay informed about sector trends.
- Include a portfolio section in your CV or LinkedIn with examples of financial reports, event coordination summaries, or coaching achievements where possible.
- Ask insightful questions during networking chats, such as “What skills helped you succeed in football operations?” or “How does your team use financial data to influence decisions?”

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