

# CareerCompass Report

Personalised career analysis based on your CV.

Email: webbo28104@gmail.com

Generated by CareerCompass

## SECTION A — Candidate Overview

### 1. Candidate Snapshot

Charlie Webb is an early-career candidate 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 recent role as an accounts trainee shows a clear interest in finance within the sports and events sector.

- Location: Brighton and Hove / North London (implied)
- Seniority: Early-career (student nearing graduation, with internships and part-time roles)
- Core fields: Football business, finance, customer service, accounting support
- Standout context: Xero certifications (Advisor, Payroll, Tax Specialist) completed May 2025; leadership experience as football team captain

### 2. Suitable Roles

- **Finance Assistant / Accounts Assistant** – Charlie's Xero certifications and accounts trainee role align well with entry-level finance roles supporting bookkeeping, reconciliations, and reporting. *Insider note:* hiring managers look for candidates who can demonstrate accuracy and familiarity with accounting software like Xero or Sage.
- **Football Business Analyst / Operations Coordinator** – The combination of football business studies and event-day customer engagement at Wembley Stadium suits roles supporting football clubs or sports organizations in operations or commercial analytics.
- **Customer Service / Client Relations in Sports or Events** – Experience in high-pressure event environments and strong communication skills fit well with client-facing roles in sports venues or agencies.
- **Junior Financial Analyst (Sports Sector)** – With a finance degree and some financial analysis skills, Charlie could target entry-level analyst roles supporting budgeting and forecasting in sports organizations or agencies.
- **Football Agency Support / Player Liaison Assistant** – The Level 2 Football Agency qualification and football network experience could open doors to agency support roles, where understanding contracts and client management is key.

### 3. Strengths

- **Practical finance skills:** Xero certifications and accounts trainee experience show hands-on knowledge of accounting software and financial processes, which can be highlighted as readiness to contribute from day one.
- **Leadership and teamwork:** Captaining football teams and coaching experience demonstrate leadership, resilience, and collaboration—qualities valued in client-facing and team-based roles.
- **Customer service excellence:** Roles at Wembley Stadium and Wave Leisure involved managing customer inquiries and ensuring smooth event experiences, which can be framed as strong interpersonal and problem-solving skills.

- **Time management and multitasking:** Balancing studies, part-time work, and running an online reselling business indicates strong organisational skills and a proactive mindset.
- **Industry-specific knowledge:** Football business degree combined with agency certification provides a niche understanding that can differentiate Charlie in sports-related finance or operations roles.

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

- **Advanced Excel and financial modelling:** Building on existing Excel proficiency with intermediate formulas, pivot tables, and basic modelling will boost candidacy for finance analyst roles.
- **Data analysis tools:** Learning introductory SQL or Power BI basics could enhance ability to support reporting and analytics, increasingly valued in finance and business roles.
- **Commercial awareness in football business:** Follow industry news, attend webinars, or speak with professionals in football clubs or agencies to deepen understanding of current challenges and trends.
- **Networking within football and finance sectors:** Arrange 2–3 informational interviews with finance professionals working in sports organizations or football agencies to gain insights and advice on career paths.
- **Project management basics:** Familiarity with tools like Trello or Asana and understanding project workflows will help in operations or coordination roles.

### SECTION B — Candidate → Hired

#### 5. Salary Expectations

Based on Charlie's early-career level and UK location, typical salary ranges are:

- **UK:** £18,000–£24,000 for entry-level finance or operations roles in sports or events.
- **EU (Western Europe):** €22,000–€28,000 for similar roles, noting some variation by country.
- **US:** \$40,000–\$50,000 for entry-level finance or sports operations roles, depending on region.

These ranges are based on aggregated data from Glassdoor and ONS for early-career finance and sports business roles.

#### Potential Career Progression

- **Senior Finance Analyst / Business Analyst (3–5 years):** £28,000–£40,000 in the UK, depending on sector and location.
- **Finance Manager / Operations Manager (5–7 years):** £40,000–£60,000+ in the UK, with higher ranges in London or top clubs.
- **Football Agent / Commercial Manager (5–7 years):** Salaries vary widely; successful agents or managers can earn significantly more, but roles require strong networks and experience.

#### Insider Tips on Compensation

- Early-career pay often grows incrementally with experience and additional qualifications; demonstrating impact in roles speeds progression.
- Avoid undervaluing yourself in negotiations; research typical salaries and be ready to discuss your certifications and relevant experience.
- Consider non-salary factors such as quality of training, exposure to senior staff, and company reputation, which can accelerate long-term career growth.

## 6. Companies Hiring / Employer Types

- Sports clubs and football organizations with commercial or finance departments (e.g., club finance teams, commercial analytics, operations).
- Football agencies and player management firms, especially those offering trainee or assistant roles.
- Event management companies and stadium operations teams, where customer service and operational coordination skills are valued.
- Mid-sized accounting or finance firms supporting sports clients, offering trainee or junior accountant roles.
- Look for employers with structured graduate or internship schemes, mentoring, and rotational opportunities to build broad skills.
- Red flags include employers with unclear role definitions, lack of training, or minimal exposure to senior staff, which can limit early-career development.

## 7. 90-Day Action Plan

### Days 1–30 (Foundation)

- Update CV and LinkedIn profile to highlight Xero certifications, accounting experience, and football business knowledge.
- Identify and join relevant football business and finance groups on LinkedIn and industry forums.
- Research 5–10 target employers in football finance, agencies, and event operations.
- Reach out to 1–2 alumni or contacts working in football finance or sports operations for informational interviews.
- Start an intermediate Excel course focusing on financial functions and data handling.

### Days 31–60 (Execution)

- Apply to 10–15 relevant entry-level roles, tailoring applications to highlight practical finance and football business skills.
- Attend at least one local or virtual networking event related to sports business or finance.
- Continue learning data analysis basics (SQL or Power BI) through beginner tutorials.
- Prepare for interviews by practicing responses that link leadership, customer service, and finance skills to job requirements.
- Follow up with contacts made during informational interviews to deepen relationships and seek referrals.

### Days 61–90 (Optimisation)

- Review feedback from applications and interviews; refine CV and cover letter accordingly.
- Expand network by connecting with recruiters and hiring managers in football finance or operations.
- Consider volunteering or short-term projects in football clubs or community sports organizations to gain relevant experience.
- Begin learning basic project management tools to support operational roles.
- Set up alerts on job boards and LinkedIn for new openings and respond quickly to opportunities.

## SECTION C — Job Search Resources

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

Motivated Football Business and Finance graduate with practical experience in accounting support, event operations, and customer service. Certified in Xero accounting software and skilled in financial data management, with a strong foundation in leadership and teamwork developed through sports and coaching. Seeking an entry-level finance or operations role within the sports industry to apply analytical skills and industry knowledge in a dynamic environment.

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

I am a soon-to-be graduate with a BA (Hons) in Football Business and Finance, complemented by hands-on experience as an accounts trainee and customer service team member at Wembley Stadium. My Xero certifications and practical finance skills equip me to contribute effectively to your finance or operations team. I understand the importance of accurate financial reporting and smooth event-day coordination in supporting football business success, and I am eager to bring my proactive approach and strong communication skills to your organisation.

## **10. Job Search Tips**

- Use LinkedIn to connect with professionals in football finance and sports operations; personalize messages by referencing recent projects or mutual connections.
- Highlight your Xero certifications and practical accounting experience early in applications to stand out from other early-career candidates.
- Include a short portfolio section on your CV or LinkedIn showcasing any relevant projects, such as financial reports you helped prepare or event coordination tasks.
- In interviews, use specific examples of leadership from sports and problem-solving from your reselling business to demonstrate transferable skills.
- Research the employer's recent football business activities or events and mention these to show genuine interest and commercial awareness.
- Apply to graduate schemes and internships offered by football clubs, agencies, and sports business consultancies to gain structured development.
- Follow up politely after interviews or networking chats with a brief thank-you message that references a key discussion point to reinforce your interest.

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