

# 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 professional currently completing a BA (Hons) in Football Business and Finance, combining academic knowledge with practical experience in customer service, site assistance, and accounting support. With a background in sports and finance, plus certifications in Xero accounting software, Charlie is positioned to enter finance or operations roles within sports or corporate environments.

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

### 2. Suitable Roles

- **Finance Assistant / Accounts Trainee:** Fits well due to current role supporting accounting operations with Xero and financial record-keeping. Insider note: Hiring managers look for accuracy and familiarity with accounting software like Xero or Sage.
- **Sports Operations Coordinator:** Combines football business knowledge and event-day customer engagement experience at Wembley Stadium. Insider note: Employers value candidates who understand both the sport and operational logistics.
- **Customer Service Analyst / Support:** Strong customer service background and communication skills suit roles involving client interaction and process improvement.
- **Junior Financial Analyst (Entry-Level):** With financial analysis skills and academic background, this role is a realistic next step, especially in sports finance or small-to-medium enterprises.
- **Football Agency Assistant:** Given the Level 2 Football Agency qualification, assisting agents or clubs with contract and player management is a niche but relevant option.

### 3. Strengths

- **Financial software proficiency:** Xero certifications demonstrate practical accounting skills; emphasize this in interviews as readiness to contribute from day one.
- **Leadership and teamwork:** Captaining football teams and coaching experience show leadership and resilience, valuable in collaborative roles.
- **Customer service and communication:** Experience at Wembley Stadium and other roles highlight ability to manage client needs under pressure.

- **Time management and problem-solving:** Balancing studies, work, and an online business reflects strong organisational skills.
- **Football business knowledge:** Degree focus provides sector-specific insight, useful for roles in sports finance or operations.

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

- **Advanced Excel and financial modelling:** Build on current Excel skills with courses on pivot tables, VLOOKUP, and basic modelling to increase analytical capability.
- **Accounting principles and standards:** Deepen understanding of UK accounting standards (e.g. IFRS, GAAP) through online modules or textbooks.
- **Data analysis tools:** Introductory knowledge of SQL or Power BI could enhance data handling and reporting skills.
- **Networking within football finance:** Arrange informational interviews with finance professionals in sports clubs or agencies to understand day-to-day challenges.
- **Project management basics:** Learn fundamentals (e.g. Agile, Scrum) to support operational roles and improve workflow contributions.

### SECTION B — Candidate → Hired

#### 5. Salary Expectations

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

- **UK (Brighton/London area):** £20,000–£28,000 per year for entry-level finance or operations roles.
- **EU (major cities):** €22,000–€30,000 per year.
- **US (mid-sized cities):** \$35,000–\$45,000 per year.

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

- **Senior Finance Analyst:** £30,000–£45,000 (UK), depending on sector and location.
- **Finance Manager / Operations Manager:** £40,000–£60,000 (UK), with sports sector roles often on the lower end initially.
- **Football Club/Agency Operations Lead:** £35,000–£50,000, depending on club size and responsibilities.

#### Insider tips on compensation:

- Early-career pay often grows incrementally with added responsibilities and certifications rather than large jumps.
- Avoid underselling yourself by not researching typical salary bands for your role and region before interviews.
- Consider non-salary benefits such as training opportunities, mentorship, and exposure to senior staff as part of total compensation.

#### 6. Companies Hiring / Employer Types

- Sports clubs and stadium operations teams (e.g. event management, finance departments).
- Football agencies and sports management firms, especially those looking for assistants with football business knowledge.
- Small to medium-sized enterprises (SMEs) with finance or accounting teams using Xero.
- Corporate finance departments in industries related to sports, leisure, or entertainment.
- Public sector or non-profits with sports development programs.

- **What to look for in employers:** Structured graduate or trainee schemes, mentoring culture, rotational opportunities, and clear progression paths.
- **Red flags:** Lack of training support, unclear role expectations, or minimal exposure to senior staff.

## 7. 90-Day Action Plan

### Days 1–30 (Foundation)

- Update CV and LinkedIn to highlight Xero certifications, football business degree, and leadership experience.
- Identify and join relevant LinkedIn groups for sports finance and football operations professionals.
- Research and shortlist 10 target employers in sports finance, football agencies, and SMEs using Xero.
- Begin a structured Excel skills course focusing on intermediate functions.
- Reach out to 1–2 alumni or contacts working in football finance or sports operations for informational interviews.

### Days 31–60 (Execution)

- Apply to at least 5 relevant entry-level roles each week, tailoring applications to highlight relevant skills and certifications.
- Attend at least one local or virtual networking event related to sports business or finance.
- Practice interview techniques focusing on behavioural examples around leadership, problem-solving, and teamwork.
- Start learning basics of financial modelling or data analysis tools like Power BI.
- Follow up with contacts made during informational interviews and ask for referrals or advice.

### Days 61–90 (Optimisation)

- Review feedback from applications and interviews; refine CV and cover letter accordingly.
- Expand network by connecting with 3–4 professionals in target roles or companies.
- Develop a small project or case study (e.g. financial analysis of a football club) to showcase skills in applications.
- Explore short courses on project management or advanced Excel to boost profile.
- Prepare smart questions for interviews that show understanding of football business operations and finance challenges.

## SECTION C — Job Search Resources

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

Early-career Football Business and Finance graduate with hands-on experience in accounting support, customer service, and sports operations. Proficient in Xero accounting software and skilled in financial analysis, leadership, and teamwork. Seeking to leverage my academic background and practical skills to contribute effectively in finance or operations roles within the sports industry or related sectors.

### 9. Cover Letter Opening Paragraph

I am a motivated Football Business and Finance graduate with practical experience supporting accounting operations and delivering excellent customer service in high-profile sports environments such as Wembley Stadium. My Xero

certifications and hands-on work with financial data equip me to contribute effectively to your finance team. I understand the importance of accuracy and timely reporting in supporting month-end processes and operational decision-making, 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; personalise messages referencing shared interests or recent company news.
- Create a portfolio section on your CV or LinkedIn showcasing your Xero certifications, any financial reports or analyses you have contributed to, and leadership roles.
- When applying, tailor your CV to highlight how your football business knowledge aligns with the employer's sector and challenges.
- Prepare STAR (Situation, Task, Action, Result) stories around teamwork, problem-solving, and leadership for interviews.
- Attend industry webinars or local sports business meetups to meet insiders and learn about unadvertised roles.
- In outreach messages, ask for advice or insights rather than directly requesting a job to increase response rates.
- Keep track of applications and follow up politely after 1–2 weeks to demonstrate interest and professionalism.

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