

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 combine leadership from sports with emerging financial skills, including Xero accounting software certifications. Location is Brighton and Hove / North London, UK.

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

2. Suitable Roles

- **Finance Assistant / Accounts Trainee:** Fits well due to current role supporting accounting operations and Xero certifications. Insider note: hiring managers look for attention to detail and eagerness to learn accounting processes beyond basic data entry.
- **Football Operations Coordinator / Assistant:** Combines football business degree and event-day customer service experience at Wembley Stadium. Insider note: employers value candidates who understand both football culture and operational logistics.
- **Customer Service / Client Relations in Sports or Finance:** Strong communication and problem-solving skills demonstrated in stadium and site roles. Insider note: recruiters look for calmness under pressure and proactive problem resolution.
- **Junior Financial Analyst (Entry-level):** With financial analysis skills and ongoing degree, this role is a realistic next step after gaining more technical finance experience. Insider note: showing practical use of Excel and financial software is a plus.

- **Sports Coaching / Development Assistant:** Leveraging football coaching experience and leadership skills, suitable for roles supporting youth or community sports programs.
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3. Strengths

- **Financial software proficiency (Xero):** Certified in Xero accounting, which can be highlighted as a practical skill supporting finance teams.
 - **Leadership and teamwork:** Captained football teams internationally, demonstrating resilience and team motivation—valuable in collaborative work environments.
 - **Customer service and communication:** Experience at Wembley Stadium and other roles shows ability to engage diverse stakeholders effectively.
 - **Time management and reliability:** Balancing studies, work, and a reselling business shows strong organisational skills.
 - **Problem-solving:** Identifying and resolving site challenges and running a business indicates practical, logical thinking.
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4. Skill Gaps & What to Learn

- **Advanced Excel and financial modelling:** Develop skills in pivot tables, VLOOKUP, and basic modelling to strengthen finance applications.
 - **Accounting principles and standards:** Study core accounting concepts (e.g. accruals, depreciation) to complement Xero software knowledge.
 - **Data analysis tools:** Learn introductory SQL or Power BI basics to increase analytical capability in finance roles.
 - **Networking with finance professionals:** Arrange 2–3 informational interviews with finance analysts or accountants to understand day-to-day challenges and skills valued.
 - **Project management basics:** Explore foundational project management concepts to support operational roles in football business.
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SECTION B — Candidate → Hired

5. Salary Expectations

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

- **UK (Brighton/London area):** £18,000–£24,000 per year for trainee/assistant finance or operations roles.
 - **EU (Western Europe):** €20,000–€28,000 per year for similar entry-level positions.
 - **US (major metro areas):** \$35,000–\$45,000 per year for comparable junior finance or sports operations roles.
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Career progression potential:

- **Senior Finance Analyst (3–5 years):** £30,000–£40,000 (UK); €35,000–€50,000 (EU); \$55,000–\$70,000 (US)
 - **Football Operations Manager / Coordinator:** £28,000–£38,000 (UK); €30,000–€45,000 (EU)
 - **Finance Manager (5–7 years):** £40,000–£55,000 (UK); €45,000–€60,000 (EU); \$70,000–\$90,000 (US)
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These ranges depend heavily on performance, location, and further qualifications.

Insider tips on compensation:

- Early-career pay often rises with demonstrated technical skills and certifications rather than just tenure.
 - Avoid undervaluing your customer service and leadership experience when negotiating; these soft skills add value.
 - Consider non-salary benefits such as training opportunities, mentorship quality, and exposure to senior staff when evaluating offers.
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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 trainee or junior finance roles, often in “accounts payable/receivable” or “financial administration” teams.
 - Football agencies or sports marketing companies where knowledge of football business is valued.
 - Corporate finance departments in companies with sports sponsorship or related commercial activities.
 - Public sector or community sports organisations offering coaching or development assistant roles.
 - **What to look for in a good employer:** structured graduate or trainee schemes, mentoring programs, rotation opportunities across finance and operations.
 - **Red flags:** roles with vague responsibilities, lack of training support, or high turnover in junior positions.
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7. 90-Day Action Plan

Days 1–30 (Foundation)

- Update CV and LinkedIn profile to highlight Xero certifications, football business degree, and leadership experience.
 - Identify and join relevant LinkedIn groups for football business and finance professionals.
 - Research companies hiring for finance assistant and football operations roles in Brighton and London.
 - Reach out to 1–2 alumni or contacts working in finance or football operations for informational interviews.
 - Begin an advanced Excel course focusing on finance functions.
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Days 31–60 (Execution)

- Apply to 10–15 targeted entry-level finance and football business roles, tailoring applications to each.
 - Attend at least one local or virtual networking event related to sports business or finance.
 - Practice interview questions focusing on teamwork, problem-solving, and finance basics.
 - Start learning basic financial modelling concepts through online tutorials.
 - Follow up with contacts met during informational interviews for advice and potential referrals.
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Days 61–90 (Optimisation)

- Review feedback from applications and interviews to refine CV and interview technique.
 - Expand network by connecting with 2–3 finance professionals or football business managers on LinkedIn.
 - Explore beginner-level project management tools and concepts relevant to football operations.
 - Consider volunteering or short internships in sports finance or operations to gain practical experience.
 - Prepare a portfolio or case examples demonstrating problem-solving and financial awareness for interviews.
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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 event operations. Proficient in Xero accounting software and Excel, with strong leadership skills developed through international football and coaching roles. Seeking to leverage analytical and communication skills in a finance or football operations role within a dynamic organisation.

9. Cover Letter Opening Paragraph

I am a motivated Football Business and Finance student with practical experience supporting accounting operations and delivering excellent customer service at major venues like Wembley Stadium. My background combines financial software proficiency, leadership from competitive sports, and a proactive approach to problem-solving. I am eager to contribute to a team focused on efficient financial management and smooth football event operations, supporting activities such as month-end reporting and stakeholder engagement.

10. Job Search Tips

- Use LinkedIn to connect with professionals in football business and finance; personalise outreach messages by referencing recent posts or shared connections.
 - Highlight your Xero certifications and any financial software skills clearly on your CV and LinkedIn to stand out to recruiters.
 - Prepare specific examples of teamwork and problem-solving from your sports and work experience for interviews.
 - Include a brief portfolio or case study section in applications showing how you managed your reselling business finances or resolved operational challenges.
 - Look for graduate schemes or internships at football clubs, sports agencies, or finance firms with sports clients to gain relevant experience.
 - Ask insightful questions during informational interviews, such as how finance teams support football operations or what skills are most valued in junior roles.
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- Be persistent but polite in following up on applications and networking contacts; timing and professionalism matter.
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This report is indicative and based on typical labour-market patterns, not guaranteed outcomes.