

# 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) 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 proficiency in Xero accounting software. Location is Brighton and Hove / North London area.

- Location: Brighton and Hove / North London (implied)
- Seniority: Early-career (student nearing graduation, trainee level)
- Core fields: Football business, finance, customer service, accounting
- Additional context: Running an online reselling business, leadership in sports, recent accounting trainee role

### 2. Suitable Roles

- **Finance Assistant / Accounts Trainee:** Fits well with current role supporting accounting operations and Xero certifications. Hiring managers look for accuracy, attention to detail, and eagerness to learn.
- **Football Operations Coordinator / Assistant:** Combines football business knowledge with event and customer service experience at Wembley Stadium. Insider note: recruiters value candidates who understand event-day pressures and stakeholder communication.
- **Customer Service / Client Support Roles in Sports or Finance:** Experience engaging customers in high-pressure environments is transferable. Hiring managers seek strong communication and problem-solving skills.
- **Junior Financial Analyst (Entry-Level):** Possible next step if supplemented with financial analysis skills and Excel proficiency. Employers often shortlist candidates demonstrating basic data handling and reporting capabilities.

### 3. Strengths

- **Practical finance software skills:** Xero certifications and hands-on accounting trainee experience show readiness for finance roles; highlight this in interviews as a foundation for further financial responsibilities.
- **Leadership and teamwork:** Captaining football teams and coaching experience demonstrate leadership and resilience; frame these as transferable to managing projects or team tasks.
- **Customer service under pressure:** Wembley Stadium role shows ability to maintain service quality in fast-paced environments; useful to emphasize in roles requiring stakeholder engagement.
- **Time management and reliability:** Balancing studies, work, and a reselling business indicates strong organisational skills; mention this to show self-motivation and discipline.

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

- **Financial analysis and modelling:** Develop skills in Excel-based financial modelling and basic accounting principles; consider introductory courses or tutorials on budgeting and forecasting.
- **Data analysis tools:** Learn basics of SQL or Power BI to enhance data handling capabilities, which are increasingly valued in finance and operations roles.
- **Industry-specific knowledge:** Deepen understanding of football business operations beyond event support, such as player contracts, sponsorship, or commercial revenue streams.
- **Networking:** Arrange informational interviews with finance professionals and football business managers to understand day-to-day challenges and required skills.
- **CV and interview preparation:** Practice articulating how leadership and customer service experiences translate into finance and operations roles.

### 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 finance assistant or operations coordinator roles.
- **EU (major cities):** €22,000–€30,000 per year, depending on country and cost of living.
- **US (entry-level sports business/finance):** \$40,000–\$50,000 annually, with variation by city.

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

- **Senior Finance Analyst (UK):** £35,000–£45,000
- **Football Operations Manager (UK):** £30,000–£45,000
- **Finance Manager (UK):** £40,000–£55,000

These ranges depend on performance, additional qualifications, and market conditions.

#### Insider tips on compensation:

- Early-career pay often grows with demonstrated reliability and technical skill development rather than initial negotiation.
- Avoid underselling yourself by neglecting to research typical salary bands before interviews.
- Consider non-salary benefits such as training opportunities, exposure to senior staff, and company reputation when evaluating offers.

#### 6. Companies Hiring / Employer Types

- Sports clubs and stadiums with operations or commercial teams (e.g., football clubs, event venues).
- Mid-sized accounting firms or finance departments in SMEs offering trainee or assistant roles.
- Football agencies or sports management companies, especially those valuing combined football and finance knowledge.
- Corporate finance teams in larger organizations with graduate or internship schemes.
- Look for employers with structured mentoring, rotation schemes, and clear development pathways; avoid roles with vague responsibilities or high turnover.

## 7. 90-Day Action Plan

### Days 1–30 (Foundation)

- Update CV and LinkedIn to highlight Xero certifications, finance trainee experience, and leadership roles.
- Identify 5–10 target companies in football business and finance sectors.
- Start an Excel financial modelling course and basic accounting refresher.
- Reach out to 2–3 alumni or professionals working in football finance or operations for informational interviews.

### Days 31–60 (Execution)

- Apply to relevant finance assistant and football operations roles, tailoring applications to each.
- Attend local or virtual networking events related to sports business or finance.
- Practice interview questions focusing on problem-solving, teamwork, and financial tasks.
- Follow up with contacts made during informational interviews for advice and potential referrals.

### Days 61–90 (Optimisation)

- Request feedback on applications and interviews to identify improvement areas.
- Expand learning to include basic data analysis tools like Power BI or SQL.
- Prepare a portfolio or case study summarising your online reselling business financials to demonstrate practical application of finance skills.
- Continue networking, aiming to connect with 1–2 hiring managers or team leads in target companies.

## 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 and Excel, with proven leadership and teamwork skills developed through sports and coaching. Seeking to leverage financial knowledge and operational experience in a dynamic sports or finance role.

### 9. Cover Letter Opening Paragraph

I am a motivated Football Business and Finance graduate with practical experience supporting accounting operations and delivering exceptional customer service at major sporting venues. My background includes managing financial records using Xero and collaborating with diverse teams to ensure smooth event-day operations. I am eager to contribute my analytical skills and passion for football business to a role focused on supporting financial planning or football operations within your organisation.

### 10. Job Search Tips

- Use LinkedIn to connect with professionals in football finance and operations; personalise messages by referencing recent projects or company news.
- Highlight your Xero certifications and practical accounting experience early in applications to stand out.
- Include a brief portfolio or summary of your online reselling business finances to demonstrate real-world financial management.
- Prepare STAR (Situation, Task, Action, Result) stories for interviews focusing on leadership, problem-solving, and teamwork.
- Apply to graduate schemes and trainee roles in sports business and finance, but also consider smaller clubs or agencies for broader experience.
- Attend industry webinars or local meetups to build contacts and learn current trends in football business.
- Follow up politely after networking conversations with specific questions or requests for advice to maintain engagement.

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