

Racecourse Association Racing Director—Job Description

Reports to: RCA Chief Executive

Overview of responsibilities

- To represent the interests of member racecourses in all policy development in liaison with the RCA Board and racecourses
- Work closely with other members of the RCA Executive Team to maximise the effectiveness of the organisation for its members.
- **Manage** and supervise the work and personal development of **the RCA Racing team**.
- Help the RCA develop, as part of the RCA Executive Team, the RCA Strategy and annual **Operating Plans**, for approval by the RCA Board. Work, as part of the RCA Executive team, to deliver the Operating Plan.
- Play a significant role, as part of the RCA Executive team, with the development of **Racing's Industry Strategy**, alongside the BHA and Thoroughbred Group.
- **Develop RCA policy in the areas of the Fixture List**, fixture and race funding (including agreed race values) and race planning issues generally. Present policies to the RCA Board and implement those policies in accordance with Board decisions.
- **Lead on the annual process from an RCA perspective and deliver the Fixture List and Race Programme** elements of the annual RCA Operating Plan.
- **Review the annual processes and drive change** where necessary.
- **Monitor KPI's regarding fixtures and funding (e.g. field sizes, Executive Contribution)**
- **Specify, produce and analyse relevant data on fixture and funding proposals**, and ensure that industry-agreed fixture and funding policies are working appropriately.
- **Provide a regular package of data analysis** to individual racecourses, racecourse groups and the RCA Board, and react swiftly to bespoke data requests.
- **Attend RCA Board meetings**, Annual General Meetings and RCA Member forums, and **prepare papers in all the specialist areas**.
- **Lead the RCA Racing Committee** (formerly the Fixtures and Funding Group), prepare papers as appropriate and be the RCA Nominated observer at the Industry Racing Committee.
- **Represent the RCA on various industry committees**, particularly related to the Fixture List, Funding matters and the Race Programme.

- **Maintain, and develop further, excellent relationships with key personnel** at member Racecourses, and with senior executives at the BHA, the Horserace Betting Levy Board and the Thoroughbred Group as appropriate.

Essential skills and qualities

- An in-depth knowledge of the British Racing Industry
- The ability and maturity to make a significant contribution to RCA Board discussions in specialist areas.
- The confidence to make presentations to various Industry Committees and Groups, the RCA Board, at RCA meetings and with racecourse personnel at all levels, both individually and in groups.
- The skill to crystallise and represent the views of all racecourses and racecourse groups in various forums.
- The ability to interpret racing and related financial data and reports, and to model data, with support from the Head of Finance and Business Support as required.
- The skills to lead, engage and support your direct reports and develop their skill sets, knowledge and potential.
- The ability to develop strong working relationships with senior Racecourse staff and RCA colleagues, and with senior executives at the BHA, Horserace Betting Levy Board, the Thoroughbred Group, and with betting industry executives.
- An outstanding communicator, leader and team player.
- High integrity, treating all information confidentially.
- Adaptability to work both collaboratively and autonomously as/when required.
- Flexible to meet deadlines.