



Role: Head of Retail

Reporting to: Chief Betting Officer

Direct Reports: N/A

Location: Victoria, London

Hours of work: 37.5 hours per week, Monday-Friday

About us:

Racecourse Media Group is the umbrella organisation for those 35 racecourses which hold an interest in Racing TV (Sky 426, Virgin 536 and 411), GBI (international betting partnership with ARC), the Racing1 alliance (international partnership with ARC, Tabcorp and 1st Group), Racecourse Data Company (licensor of Pre-Race Data) and the SIS provided domestic LBO service.

Job Purpose:

Working as part of our Betting team and based at our headquarters in Victoria, we have the opportunity for an accomplished retail betting professional to join RMG. The role will involve working with domestic/international bookmakers and media rights partners to drive the performance and operational efficiency of RMG's LBO (licenced betting office) media rights in the retail betting space. The role will include day to day responsibility for the management of RMG relationship with SIS, LBO bookmaker subscribers and other LBO stakeholders, with a key focus on influencing those relationships to grow and maximising RMG's LBO returns.

Job Accountabilities:

Performance Management

- Day to day responsibility for RMG's retail P&L performance domestically and internationally (alongside relevant Betting team colleagues).
- Day to day performance management of RMG's LBO vertical alongside the Line Manager and RMG Operations board.
- Lead quarterly engagement for RMG with SIS and Major LBO subscribers to analyse and assess the performance of LBO.
- Work with colleagues across RMG Betting, Product and Marketing teams to lead and deliver a strategy to support the promotion of RMG's horse racing product in LBOs, including delivery with LBO subscribers.

Domestic

- Lead the day-to-day relationship with RMG's LBO partner (SIS) in respect of RMG's LBO media rights.
- Work alongside SIS and LBO subscribers to innovate and optimise the production of the LBO broadcast product.
- Take a proactive and strategic approach to non-subscribers/piracy of RMG's LBO service with SIS.

International

- Day to day performance management of International LBO performance, operations and strategy alongside colleagues within the Betting team and RMG's international partners ARC/GBI.
- Work alongside RMG colleagues, and partners via GBI Racing (RMG/ARC)/Racing1 alliance (RMG/ARC/TAB/1st), to drive International LBO performance.
- Work alongside ARC/GBI/Racing1 and RMG colleagues to deliver LBO agreements in new and existing international markets; in addition to managing any assigned LBO specific international territories.

Operations & Innovation

- Day to day RMG lead on future LBO strategy and operations working alongside the Line Manager and RMG Operations board, including the day-to-day management of RMG LBO technical path.
- Work with colleagues across RMG Betting, Product, Production and Marketing teams to define and lead an innovation strategy for the LBO market.
- Work alongside SIS and RMG production colleagues to optimise the production output in respect of LBO domestically; and GBI and Racing1 internationally.

- Maximise RMG's investment in BoscaSports and lead the day-to-day relationship including a joint approach to LBO subscribers.

General

- Represent RMG at domestic and international meetings and conferences.
- Any other duties as outlined by the Line Manager from time to time.

Measures for the role:

- Deliver a step change in RMG's approach to the management of its LBO media rights.
- Work collaboratively alongside RMG colleagues and strategic partners to drive the commercial performance of the RMG LBO business.
- Supporting other RMG business areas as required.

Any other relevant information:

- Due to the nature of this position, gambling is not permitted during working hours.
- Regular domestic and international travel will be required in this role.

RMG Person Specification for Head of Retail

	Essential	Desirable
Qualifications (academic, technical and professional)		<ul style="list-style-type: none"> • Educated to degree level
Experience (work and tasks)	<ul style="list-style-type: none"> • Significant experience working within LBO/bookmaker/media rights with a horse racing focus. 	<ul style="list-style-type: none"> • Relevant prior experience of working within a bookmaker retail division.
Skills	<ul style="list-style-type: none"> • Strong record of business development within retail betting. • Strong understanding of bookmaker LBO operations and horse racing. • Good written, IT and verbal communication skills. 	<ul style="list-style-type: none"> • Strong negotiation skills with the ability to adapt negotiation styles. • Diplomacy. • Excellent relationship management skills.
Competencies/behaviours	<ul style="list-style-type: none"> • Excellent knowledge of horse racing. • Reliable and punctual. • Organised and methodical with a strong attention to detail. 	<ul style="list-style-type: none"> • Ability to manage multiple stakeholders needs simultaneously and adjust communication style where needed.
Other	<ul style="list-style-type: none"> • Willing to be flexible to ensure the best output and customer needs are met including any external meetings and travel as required. 	<ul style="list-style-type: none"> • A strong interest in horse racing and sports betting.

How to apply:

Please send your covering letter and CV to recruitment@racecoursemediagroup.com by 30 May 2025.

RMG Operations is an equal opportunities employer and does not discriminate on grounds of sex, sexual orientation, marital status, race, colour, ethnic origin, disability, age or political or religious belief in its recruitment or other employment policies.