



JOB DESCRIPTION



VICE PRESIDENT – CHALLENGER TOUR

ABOUT ATP

ATP Tour, Inc. is the governing body of the men's professional tennis circuits - the ATP Tour, the ATP Challenger Tour and the ATP Champions Tour. With tournaments spanning the globe, from Australia to Europe and the Americas to Asia, ATP's purpose is to "inspire on court, and serve beyond it." For players with aspirations of competing on the biggest stages on the ATP Tour and in Grand Slams, it all begins with the ATP Challenger Tour. And ATP is committed to creating those pathways of opportunity.

Since its inception in 1978, the competition at this level has been intense, with players fighting for critical ATP Rankings points and prize money. These tournaments give fans the excitement of watching world-class tennis in a more intimate setting, and by providing opportunities for emerging stars to develop their talents, it ensures the continued success and growth of professional tennis and ATP's mission of inspiring they world by showcasing the champion spirit and relentless pursuit of excellence seen every day, across the globe at our events.

Beyond the court, ATP is committed to serving others- creating positive change within our organization and the global communities we reach.

JOB SUMMARY

ATP is redesigning the Challenger Tour department as an independent business unit within its organization to ensure:



- It delivers optimum player pathway
- It fuels the overall growth of the sport
- It increases its audience and maximizes revenues
- It utilizes ATP resources strategically

The VP, Challenger Tour will be a visionary thinker who will engage in strategic planning to ensure these goals are met. The position involves overseeing a stand-alone department, reporting into the Chief Tour Officer, with ultimate responsibility for the direction, administration and management of the Challenger Tour circuit worldwide

The VP, Challenger Tour will be based in London, Monaco or Ponte Vedra Beach and requires extensive international travel and presence on site at Challenger events. The role will have supervisory responsibilities over the members of the Challenger Tour team and will ensure relationships are strong with all the stakeholders.

RESPONSIBILITIES & DUTIES

ADMINISTRATIVE

- Oversees the departmental annual budget for the Challenger Tour and has ultimately responsibility for the Challenger Tour P&L
- Oversees the management of calendar, tournament applications, invoices, sanctions ensuring a high-quality Challenger Calendar is delivered
- Ensures the Challenger events are run effectively to ATP requirements
- Recommends rule changes to ensure the Challenger Tour continues to perform its key role in the ATP
- Reviews and approves expense reimbursement.

RELATIONSHIPS

- Manages relationships with third parties, including ITF and national Federations and Associations, IMG, Tournament Directors, and vendors
- Negotiates, oversees, and manages the production and distribution of live streaming and data contracts between ATP, TDI and Challenger Tour events
- Supports the sales and activation of commercial sponsorships lead by the commercial team
- Liaise with other department heads on player and tournament relations, Business Team (PR, commercial, tech/digital & marketing), medical services and rules/officiating related matters.

MANAGEMENT

- Supervises Challenger Tour direct reports
- Conducts performance and salary reviews
- Oversees functions performed by other departments at Challenger events in coordination with their department heads
- Makes recommendations on staffing needs for Challenger Tour.

STANDARDS AND BEST PRACTICES

- Oversees guidelines for new events and development of best practices, together with any current or future rule or policy changes
- Reviews supervisors' reports as necessary and liaise with tournament relations staff to ensure standards are enforced
- Oversees communication to events



QUALIFICATIONS AND SKILLS

- Experience with budget preparation and management and management of a business unit
- Proven experience in developing and implementing successfully mid and long-term strategies
- Proven ability to perform in complex environments with multiple stakeholders
- Strong relationship and communication skills, combined with the ability to drive projects to completion with the support of multiple functions
- Thorough understanding of the background and organisation of the ATP Challenger Circuit
- Ability to communicate effectively in at least two languages and familiarity with the geographical and political structure of the regions in which Challenger events are held
- Understanding of live streaming and distribution of content
- Leadership skills and visionary with experience leading a team.

KEY PERFORMANCE MEASURES

- Satisfactory review from Chief Tour Officer
- Meeting or exceeding revenue targets
- Adding sanctioned events to the Challenger calendar and maintaining positive relationships with current sanctioned event and achieving a well-balanced calendar
- Balanced budget
- Positive feedback from Tournament Directors.

EQUAL OPPORTUNITY EMPLOYER

We are an equal opportunity employer and as a global body we value diversity. We are committed to an inclusive environment for all. All candidates will be considered on the basis of qualifications, merit and business needs without regard to race, color, religion, national origin, age, non-qualifying mental or physical disability, gender (including pregnancy, childbirth, or related medical conditions), sexual orientation, gender identity or expression, veteran status, or any other characteristic protected by applicable law.

Updated: August, 2021

