

JOB DESCRIPTION

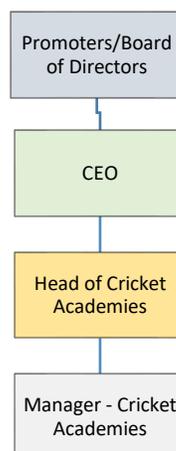
Designation	Head of Cricket Academies
Grade	L12
Job Responsibility Level	Middle Level Management
Department	Operations
Function	Cricket Academies
Location	New Delhi

1. JOB PURPOSE

At Delhi Capitals, we believe every young cricketer deserves the chance to chase greatness. Our vision is to turn aspirations into opportunities — guiding them towards the pinnacle of the professional game. We bring this vision to life by forging meaningful partnerships with like-minded institutions and academies, fostering a high-performance training environment, and delivering enriching experiences that shape young players — not just as athletes, but as confident, well-rounded individuals

The Head of Cricket Academies will be responsible for identifying, developing, and managing strategic partnerships with schools, institutions, and academies that align with DC's vision of nurturing young cricketing talent. This role will play a pivotal part in expanding the academy footprint — both across India and internationally — while building a self-sustaining, commercially viable grassroots program that drives long-term impact and brand equity for DC

2. ORGANISATIONAL CHART



3. KEY ACCOUNTABILITIES

- Identify and drive new growth opportunities for DC academies through strategic engagement with schools, institutions, and academies
- Continuously enhance the academy tiering program based on stakeholder feedback to ensure long-term commercial viability for partners
- Create a comprehensive annual plan for the academy program, articulating strategic objectives, geographic expansion, and revenue generation milestones
- Ensure center-specific KPIs are jointly agreed upon and rigorously monitored to achieve defined performance benchmarks
- Work closely with academy coaching staff to sustain program quality, build trust-based relationships, and implement targeted upskilling as needed
- Ensure the Annual Operating Plan (AOP) for academies is clearly defined, with strict adherence to approved budgets.
- Ensure retention of existing academies and partners through active relationship management, while decisively phasing out underperforming academies that do not contribute to program goals
- Foster a high-performing academy team by implementing structured performance management, facilitating regular communication, and offering personalized development through 1:1 interactions

4. SKILLS AND KNOWLEDGE

- Strong communication skills, both verbal and written, with the ability to influence across levels
- Proven ability to manage and align diverse stakeholders effectively
- Proven experience in leading high-performing teams, fostering a culture of accountability, collaboration, and continuous improvement
- Sound business and commercial acumen, with a strategic mindset and execution focus
- Understanding of the end-to-end design and execution of grassroots sports programs
- Proven experience in driving revenue growth while effectively managing costs and budgets
- Familiarity with social media strategy and managing external creative agencies will be preferable

5. EXPERIENCE

- 10–15 years of relevant experience, with a strong preference for candidates who have led or contributed to the development and execution of grassroots sports programs