



MLDA, Virginia Skyline Soccer  
Virginia Skyline Director of Coaching  
Full / Part Time  
Website: [Virginia Skyline Soccer](http://Virginia Skyline Soccer)

**Job Location:** Harrisonburg, Va

**Overview:**

The MLDA seeks a Virginia Skyline Sports Director to plan, develop and implement entry level and intermediate sports (soccer) programs for our MLDA brands serving over 1,000 youth.

**Major League Development Association (MLDA):**

The Major League Development Association (MLDA) desires to be a leading sports development platform in the United States by building a community of member and affiliate soccer clubs under the same association. This provides clubs of any size and in any market full service access to industry professionals, processes and resources helping the clubs to grow and operate professionally.

We are dedicated to delivering accessible levels of participation, enjoyment and growth of sports in the United States. We specialize in providing leadership, management expertise, and resources in cities around the country including leagues, clubs, academies and events.

The MLDA's mission is to:

- Grow participation in sports both on and off the field for participants and fans.
- Establish accessible levels of competition and training platforms for participants while remaining proudly rooted in each local community.
- **Develop, innovate and implement scalable process to help lead and provide management expertise for member organizations.**
  - Help identify, secure and/ or invest into quality sports fields and facilities.
  - Provide consistent educational opportunities for staff, coaches and athletes.
  - Provide access and opportunity for the full player development model from youth to professional.
  - **Promote unity through sports tailored to each local community. By executing our mission statement we are helping to shape solid foundations for player development and for fans to enjoy the sport while building sustainable organizations. MLDA Brands: Below are examples of brands that the MLDA oversees. Virginia Beach City FC – A semi-professional/ amateur National Premier Soccer League (NPSL) team, established in 2013 and is competing in the NPSL Mid Atlantic conference. Hampton Roads Soccer Academy – Official Youth Academy of Virginia Beach City FC, offering programming for kids ages 2-**

**U19 at the beginner, intermediate and elite levels of youth soccer. Currently serving over 1,000 youth. Virginia Skyline Soccer Academy - Offering programming for kids ages 2-U19 at the beginner, intermediate and elite levels of youth soccer. Currently serving over 100 youth. Position Summary**The Major League Development Association (MLDA) Regional Sports Director is responsible for all aspects of the Development Academy (including programs transitioning players to travel sports), recreational sports programming and supplemental programs including camps and clinics. The Regional Sports Director is responsible for providing a positive and safe environment for players to learn and enjoy sports.

- Serve as the main point of contact for entry and intermediate soccer programs.
- **Lead the implementation of the marketing and advertising strategy, including cold calls, emails and working in connection with the Communications Manager for social media promotion.**
- Lead, generate and execute sales pipeline for supplemental programs for B2B and B2C opportunities
- Innovate, create, maintain, and update curriculums for programming.
- Lead and supervise the development of recreation and supplemental programs at other MLDA member or affiliate clubs.
- Other duties as may be assigned at the sole discretion of the MLDA. Experience and Attributes
- 

This position reports to the MLDA Technical Director and interacts with the MLDA President, program leads and other staff in the messaging and direction of the organization, assuring transparency, accountability, and execution of its effective operations. Responsibilities: Manage day-to-day execution of U9-U12 Academy, Development Academy, Recreational soccer and supplemental programs including camps and clinics. Positively lead and mentor a dynamic team of staff, interns and volunteers to ensure that all objectives and deliverables are met. MLDA concerning the Virginia Skyline Sports Director Position. Develop new processes and systems and innovate existing processes and systems to integrate best practices across the organization. Report on KPIs such as leads, conversion rates, and retention for entry level, intermediate and supplemental programming. **Passion to work in sports, specifically soccer. Monitor progress toward goals and mitigate risk. Strong organizational and communications skills, both written and verbal. Success in working on site and remotely with staff. Flexibility and a willingness to work outside of normal business hours to include evenings and weekends as necessary.** Must be eligible to work in the U.S.

For more information, please contact Jady Wright, Operations Manager. This job description is intended to accurately reflect the position activities and requirements. It is neither intended to be, nor should it be construed as, an all-inclusive list of the responsibilities, skills, or working conditions associated with the position. The MLDA reserves the right to modify, assign, or remove duties at the sole discretion of the MLDA. The MLDA is an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, national origin, sex,

sexual orientation, age, disability, gender identity, marital or veteran status, or any other protected class

- **Lead, identify, manage, and develop staff and volunteers for programming.**
- Work to enhance internal communications and transparency across all divisions of the
- **Happy and energetic personality that enjoys working with kids.**
- **Holds a USSF C License (or equivalent).**
- Minimum of 5 years of professional experience in education, coaching sports and soccer experience.
- Bachelor's degree preferably in sports management or education.
- Proficient in Microsoft Office and Adobe programs.
- Detail-oriented and able to work well under pressure and meet deadlines.
- Ability to think strategically, translate strategic initiatives into measurable annual plans,

Job Types: Full-time, Part-time, Contract

Schedule:

- Monday to Friday
- Weekends as needed

Experience:

- Sales: 1 year (Preferred)

Shift availability:

- Day Shift (Preferred)
- Night Shift (Preferred)
- Overnight Shift (Preferred)

Work Location: In person

Please email [jwright@mldasports.com](mailto:jwright@mldasports.com) with your resume.