

ITF ROLE OVERVIEW

JOB TITLE:	Head, Davis Cup and Billie Jean King Cup
DEPARTMENT:	Major Events
REPORTING TO:	Executive Director, Major Events
LOCATION:	Southwest London

We currently work to a hybrid model requiring a mandatory minimum of 3 days per week working in the office based in Southwest, London and as part of this, Mondays and Tuesdays are 'anchor days' where all staff are obliged to work from the office. Please note that some international travel is required for this role including during weekends and bank holidays.

International Tennis Federation (ITF) is the world governing body of tennis. Founded in 1913, its purpose is to ensure the long-term growth and sustainability of the sport, delivering tennis for future generations in association with its 214 member nations. The ITF oversees the rules and regulations that govern international and national competition.

The ITF is responsible for the worldwide development of tennis through its highly regarded Development Programme, its Science and Technical department which monitors equipment and technology, and its Officiating department which oversees the education and advancement of officials. The ITF is the owner and co-owner of the two largest annual international team competitions in tennis, the Davis Cup (DC) and Billie Jean King Cup (BJKC) by Gainbridge and manages the Olympic and Paralympic Tennis Events on behalf of the IOC and IPC. The ITF organises over 3,500 weeks of men's, women's and junior tournaments on the ITF World Tennis Tour, ITF Beach Tennis Tour, UNIQLO Wheelchair Tennis Tour and the ITF Masters Circuit. The ITF upholds the highest standards of integrity and is a partner in the International Tennis Integrity Agency.

Overview of Department

Davis Cup and Billie Jean King Cup by Gainbridge are the two main properties of the ITF. These two competitions are the largest annual national team events in sport. It is the role of the Major Events department to work closely with National Associations and independent hosts to ensure that we deliver world-class events that are seen as essential to players, nations and media. Major Events ensures that these events are organised to the same high sporting standards everywhere in the world and that the contractual rights of the international sponsors are delivered efficiently and accurately.

The Major Events department is also responsible for the planning and delivery of the Olympic and Paralympic Tennis Events in conjunction with each Games Organising Committee and the International Olympic Committee (IOC) and International Paralympic Committee (IPC). We perform other key operational and advisory roles in several multi-sports games including Regional Games, Youth Olympic Games and the World University Games.

The Role

The role is accountable for the performance, strategic direction, and global delivery of the Davis Cup, while working closely with our partners at Billie Jean King Cup Limited to deliver the same.

As the senior leader responsible for overseeing the ITF's flagship properties, the role helps underpin the end-to-end success of both competitions – driving their sporting integrity, global relevance, and operational excellence. Working in close partnership with the Executive Director, Major Events, and our colleagues at Billie Jean King Cup Limited, the successful candidate will help set the direction and lead on the execution of both competitions, with a particular focus on delivering world class Davis Cup Finals and leading the ITF's role in the BJKC Finals.

The role is a key member of the Major Events leadership team, influencing organisational priorities and shaping the future of international team tennis.

Responsibilities

Leadership & Accountability

- Own the overall performance, delivery, and evolution of the Davis Cup and Billie Jean King Cup globally.
- Lead and direct cross-functional teams (communications, commercial, broadcast, digital, operations, finance), ensuring alignment and accountability for outcomes.
- Act as the central decision-maker for competition-related matters, ensuring consistency and excellence across all touchpoints.

Strategy & Growth

- Define and deliver the long-term vision and strategic roadmap for both competitions.
- Drive sustainable commercial growth, identifying and securing new revenue streams, partnerships, and investment opportunities.
- Position DC and BJKC as leading global sporting properties, enhancing their relevance to players, fans, and stakeholders.

Executive Influence

- Provide high-level strategic counsel to the Executive Director, CEO, and ITF President.
- Contribute to broader organisational strategy, ensuring DC and BJKC are fully leveraged within the ITF portfolio.

Event & Competition Delivery

- Own the successful planning and execution of all competition phases, with particular accountability for the Finals.
- Ensure world-class delivery standards across all host nations, safeguarding consistency, quality, and player experience.
- Oversee competition formats, regulations, and operational frameworks to ensure they remain fit-for-purpose and future-focused.

Commercial & Stakeholder Leadership

- Own relationships with key stakeholders including Member Associations, hosts, governments, sponsors, and partners.
- Ensure full delivery of commercial rights and maximise value generation for ITF global partners.
- Act as a senior ambassador for DC and BJKC, representing the ITF at the highest levels of the sport and industry.

You will have...

- Proven executive leadership experience within an international sports environment, with a track record of owning and delivering complex, high-profile global events or properties
- Deep expertise in professional tennis and/or international sport, including a sophisticated understanding of competition structures, governance, and the global stakeholder landscape
- Demonstrated ownership of large-scale P&L and commercial performance, with the ability to balance sporting integrity and financial sustainability while driving growth
- A strong track record of setting strategy and translating it into measurable outcomes, including revenue growth, audience expansion, and enhanced competitive positioning
- Exceptional leadership capability, with experience building, leading, and inspiring high-performing, multicultural teams across multiple locations and functions
- Credibility and influence at senior stakeholder level, with established experience engaging and negotiating with federations, governments, host cities, sponsors, broadcasters, and commercial partners
- Highly developed judgement and decision-making capability, with the ability to operate effectively in complex, high-pressure, and politically nuanced environments
- A commercial and innovative mindset, with a proven ability to identify new opportunities, enhance partner value, and evolve major sporting properties
- Strong personal presence and communication skills, with the ability to represent the ITF and its flagship competitions at the highest level globally
- Fluency in English (written and spoken); additional languages (particularly Spanish or French) are an advantage

- Flexibility and resilience, including willingness to travel extensively and operate across time zones and demanding event schedules.

As the needs of the business can evolve rapidly this role may change accordingly, therefore this document should be viewed as guidelines which are subject to change.

What we offer...

- 25 days holiday per annum plus UK bank holidays
- Private Healthcare
- Group personal pension scheme, Life assurance and annual Wellbeing Allowance
- Health Cash Plan
- Lunch provided when working in the office (up to £9 per day)
- Complimentary healthy snacks and fresh fruit when working in the office
- Ride2Work Scheme
- Free parking on site
- Working hours: based on 35 hours per week. Normal office hours are 9am - 5pm Monday to Friday. Flexible working hours possible with core hours of 10am - 4pm.

Application Process

Please send your CV and cover letter to jobs@itftennis.com quoting Head, Davis Cup and Billie Jean King Cup in the subject line, clearly indicating in your cover letter whether you require, now or in the future, sponsorship or a work permit to work in the UK.

Please apply as soon as possible and by 23:59 BST on Friday 29th May. The ITF reserves the right to close this job advert early or extend it depending on the number of applications received

The ITF processes your applicant data in accordance with our [Privacy Notice – Recruitment](#), which can be found on [our website](#).

The successful candidate may be subject to an enhanced DBS or equivalent level Overseas Criminal Records Check.

Equality, diversity & inclusion (EDI) is a fundamental priority for the ITF. Our philosophy focusses on embedding inclusive behaviours and processes across every element of our business practice