



ESSENDON FOOTBALL CLUB
Commercial Sales Coordinator

Essendon Football Club has a reputation as a leader in the Australian sports industry and we are committed to our vision of being recognised as the most respected, inclusive and successful sporting club in the country, consistently setting the benchmark both on and off the field. We currently have a fantastic opportunity for a Commercial Sales Co-Ordinator to 'Don the Sash' and join our Commercial Operations Team based at our club headquarters, The Hanger at Melbourne Airport.

The Opportunity

This position will be integral in developing your sales skills across all 3 sales channels of the business; hospitality, commercial partnerships and B2B. You will be responsible for agreed individual and team based annual revenue targets.

The initial primary focus of this position (60%) will be to gather an in depth understanding of all hospitality products and will be responsible for sales, account management, engagement and retention of a hospitality client portfolio (Player Sponsorship & General Hospitality Clients).

This role will be responsible for all inbound customer enquiries and will need to be able to respond to potential clients in an efficient, effective and professional manner. You will work closely with the Commercial Sales Manager in the implementation, engagement and retention of hospitality members (Chairman's Club & Coleman Club) and key hospitality clients, as well as coordinating the Hospitality sales marketing plan.

The secondary focus (40%) of this role will be to also harness your business development skills prospecting for commercial partnerships and B2B opportunities, through data gathering and industry research. This will result in generating lead opportunities for the Commercial Sales Manager, Commercial Development Manager & Head of Commercial Sales.

What We're Looking For

To be considered for the role, candidates **must** have the following essential skills and experience:

- Experience in a high pressure sales environment specifically in sports or entertainment
- A driven hunter with the passion to foster and build strong relationships to develop ongoing business.
- Commercially driven mindset with the ability to construct and deliver influential sales & marketing presentations which translate into tangible revenue outcomes
- Ability to manage multiple projects and accounts with high attention to detail
- Excellent written and verbal communication skills including negotiation and conflict resolution skills
- Capable of working a wide array of hours with a varying time schedule to suit the seasonal priorities of the football industry
- Current Victorian Driver's Licence
- Current right to work in Australia

To Apply

EFC has partnered with Orchard HRO to source and attract stand out talent for the Commercial Sales Coordinator position. To be considered for this exciting new opportunity, please apply online on the [EFC Careers page](#) to take the first step in your new career!

Applications close 5pm, 21st January 2018

Please note that this role will be subject to background checks.