



Commercial Development Manager

An outstanding opportunity has become available for an experienced and motivated Commercial Development Manager to join the Gold Coast SUNS.

As part of the Commercial Projects team, the Commercial Development Manager will be responsible for leading the development and delivery of the business development, and revenue targets, as well as building strong Corporate Partner customer relationships.

The Commercial Development Manager requires the ability to drive commercial outcomes across our Partner and Stakeholder network that will position the Gold Coast SUNS as a commercial entity that identifies and cultivates business opportunities through our influence network.

The Commercial Development Manager will be responsible for:

- Develop a stakeholder management plan to build relationships across each of our partners and key hospitality clients;
- Identify and develop commercial opportunities to drive ROI across our partner network;
- Driving new business introductions across our partner network;
- Manage Corporate Partners and Customer relationships through dedicated B2B introduction among partner network whilst growing the Club's corporate CRM database;
- Develop comprehensive reporting process to be able to track and record Gold Coast SUNS facilitated B2B sales results;
- Lead the GC SUNS Team 22 program; and
- Provide leadership across the business;

The ideal candidate will have:

- A strong personal brand which personifies the GCFC values of bold, fresh, relentless, dependable and community;
- Qualifications in Business Management (or similar);
- Very strong Commercial network;
- Strong sales background with experience creating own leads and developing opportunities;
- Experience developing sales strategies and plans with the ability to work to and achieve targets within these plans;
- Strong relationships building and negotiation skills;
- Strong communication skills;
- Project Management skills;
- Outstanding personal presentation and presentation skills; and
- Experience within the sporting/entertainment industry (highly desirable).

If you think you've got what it takes to join our team, please send a detailed cover letter addressing the criteria for this role and your resume to recruitment@goldcoastfc.com.au. Aboriginal and Torres Strait Islander people are encouraged to apply.

Please note this role will close on Friday 5pm Friday 12th January 2018 and shortlisting will commence Monday 15th January 2018.