



Commercial Sales Manager

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

As Commercial Sales Manager you will be responsible for leading the development and delivery of the Business Development and Corporate Hospitality sales strategy.

Reporting to the General Manager – Commercial, this role is also responsible for providing leadership to our Business Development Executives.

The Commercial Sales Manager will be responsible for:

- Managing the Business Development department through the strategic planning, selling, relationship building and prospecting of corporate hospitality, signage and digital sales;
- Creating new sales opportunities, prospects and outlets to grow GCFC corporate market and SME sector;
- Managing dedicated corporate relationships and after sales support- from close of sale through to service centre hand over;
- Driving Signage and Digital sales through LED, static signage platforms and Game Day TV; and
- Ensuring a high quality Match Day experience for all Corporate Clients.

The ideal candidate will have:

- A strong personal brand which personifies the GCFC values of bold, fresh, relentless, dependable and community;
- Management experience with a demonstrated ability to develop, lead and motivate a team;
- Experience developing sales strategies and plans with the ability to work to and achieve targets within these plans;
- A strong South East Queensland network/contacts;
- Proven success in securing and servicing Corporate Accounts;
- High levels of energy, drive, self-confidence and initiative;
- Ability to effectively deal with conflict to ensure relationships remain intact;
- Strong awareness of self and differences in others; and
- Experience within the sports industry, entertainment venue or amusement park (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.