



Sydney Swans Business Development Executive

WHY CHOOSE THE SWANS?

When choosing a career with the Sydney Swans, you will join a strong values-based organisation with a committed, proud and professional team working together towards ultimate sporting success. The Sydney Swans strive to be one of the leading football clubs both on and off the field in Australia.

THE OPPORTUNITY

The Sydney Swans are currently accepting applications from suitably experienced individuals for the Business Development Executive position in our Sales Department. This role will report directly to the Senior Manager – Business Development.

The key objective of the Business Development Executive is to drive new business revenues for the Corporate Hospitality Program. The primary focus will be telephone sales of match day hospitality assets, corporate events, Grand Final sales and coterie groups. Further responsibility will be networking on match days and lead generation to enable the broader team to pursue additional partnerships and sales.

KEY RESPONSIBILITIES

- Telephone sales
- Lead generation
- Relationship building and customer service

WHAT WE'RE LOOKING FOR

- Drivers Licence
- Communication, negotiation and sales skills
- Customer Service skills
- Ability across the Microsoft Office Suite

THE RIGHT PERSON WILL

- Have 1-2 years' experience in B2B sales with preference to corporate hospitality or event sales
- Composure & maturity under pressure
- Excellent phone manner
- High attention to detail
- Superior time management & prioritisation skills
- A pro-active and positive attitude

TO APPLY:

Suitably experienced and interested individuals should submit a one (1) page letter of introduction addressing:

- Why you're interested in the position
- The three most important things you will bring to the role

Along with this letter please also submit your resume which should be no longer than three (3) pages to:

Via Email:

hr@sydneyswans.com.au

Via Mail:

Madison Howarth
Human Resources Assistant
Sydney Swans Limited
PO Box 173
Paddington NSW 2021

Applications close **October 30, 2017**

The Sydney Swans do not accept applications from recruitment agencies.

Sydney Swans Limited is an equal opportunity employer.

The Sydney Swans encourage applications from Aboriginal and Torres Strait Islander candidates.

Applicants must be legally entitled to work in Australia.

FURTHER ENQUIRIES:

Further enquiries should be directed to Madison Howarth (Human Resources Assistant) on (02) 9339 9123.