



Commercial Partnerships Manager

“Are you an ambitious and enthusiastic individual who enjoys the challenge of acquiring and servicing a broad range of clients? Do you want to be part of the success of an AFL Club located in Australia’s fastest growing region?”

An opportunity has arisen for an experienced Commercial Partnerships Manager to join the Western Bulldogs for an initial 12 month period as a maternity leave contract. We are one of the 18 clubs of the Australian Football League (AFL) and situated in the fastest growing region of Australia.

The role of Commercial Partnerships Manager is required to provide a high level of service to existing club partners (AFL, VFL & AFLW) whilst overseeing the operations and management of the Commercial Partnerships team.

The key areas of this role will be managing existing club sponsors and attracting new partners to the club and include the following key responsibilities:

- Directly managing the relationships of major partners and overseeing management of team for all partners;
- Ensuring allocated partners are serviced in accordance with Sponsorship contracts
- Developing new opportunities to meet the partners’ objectives and increase incremental revenue within existing partnerships
- Determine appropriate opportunities for existing and new partners to ensure they are getting maximum return on investment and their marketing objectives are met through a WB partnership.
- Assisting to secure new sponsorship revenue and opportunities;
- Management of the overall sponsorship budget;
- Reporting periodically on sponsorship growth and new business acquisition;
- Attending all home matches and Club events to ensure sponsors needs are met.

The successful candidate will have a formal qualification in Marketing/Sports Management or Commerce and at least 5+ years’ experience in relationship management in a sponsorship/partnership environment and previous experience in managing staff.

If you are interested in working in a challenging yet extremely satisfying position please [click on this link](#).

A three (3) month probationary period applies to this position. Referees are to be provided at interview. Please note that due to the high level of interest only those applicants short listed will be contacted.