



Gold Coast SUNS – Commercial Sales Executive

The Gold Coast Football Club is seeking a result driven Commercial Sales Executive to join our club's journey. The successful candidate must be a highly motivated, goal oriented individual with experience delivering commercial sales strategies and products, as well as building and maintaining strong relationships.

The Gold Coast Football Club are looking for a sales superstar to deliver our commercial sales strategy and products whilst building & maintaining strong relationships with our Corporate clients.

Reporting to the Commercial Sales Manager you will be required to drive corporate sales by managing existing corporate partners, identifying new opportunities through engaging prospective clients and leveraging relationships and networks.

The ideal candidate will have:

- A strong personal brand which personifies the Gold Coast SUNS values;
- Qualifications in Business Management or similar;
- Experience in media sales and/or digital sales agency;
- Experience in hospitality and/or events sales;
- 2-3 years' experience in a similar sales role;
- Proven success in managing and securing Corporate Accounts;
- Proven success in building business to business relationships and delivering commercial outcomes;
- Outstanding business acumen;
- Outstanding proposal presentation skills;
- High levels of energy, drive, self-confidence and initiative;
- Proven ability to work as part of a team;
- Strong awareness of self and differences in others;
- The ability to communicate with people at all levels, skills and education; 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 and meet the criteria for the role, we would love to hear from you.

To be considered for this role, please submit your CV along with a cover letter outlining the above selection criteria to recruitment@goldcoastfc.com.au.

Applications close 5pm Friday 22nd March 2019.