



Sydney Swans General Manager – Sydney Swans Foundation

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 Sydney Swans Foundation exist to find our stars of tomorrow, to further encourage the development of AFL football throughout New South Wales and to ensure the Club has the requisite equipment and facilities for the team and for its development.

THE OPPORTUNITY

We are currently accepting applications from suitably qualified and experienced individuals for the General Manager – Sydney Swans Foundation position which will have prime responsibility for the strategic development and fundraising campaigns of the Sydney Swans Foundation.

This position presents a unique opportunity for the successful candidate to make a significant contribution to critical Sydney Swans projects.

KEY RESPONSIBILITIES

- Achieve Sydney Swans Foundation fundraising and revenue targets, including but not limited to endowments, bequests, scholarships and the building fund.
- Position the Sydney Swans Foundation brand as professional, sharp, contemporary and inclusive in everything we do.
- Work with the AFL, Government and other third parties to build support for key initiatives.
- Deliver a program of quality events which are well supported, build loyalty and generate a profit.
- Contribute to the strategic planning for the Sydney Swans Foundation and effectively implement all initiatives identified in the business plan.

WHAT WE'RE LOOKING FOR

- **Fundraising experience** – proven ability to fundraise and nurture financial support for a given cause.
- **Results driven** – desire to exceed KPI's and strong ability to follow through on all tasks and potential leads.

- **Business management** – ability to develop and implement both short and long term business strategies.
- **People management** – capable leader of people who will contribute to a high performance culture.
- **Relationship management** – both internally and externally including business development opportunities.
- **Financial management** – budgeting and forecasting including expense management.
- **Technology & Data** - ability to understand and leverage data insights to increase revenue.

THE RIGHT PERSON WILL BE

- Motivated by targets and eager to perform at a high level
- Passionate about the Sydney Swans, AFL Football and/or the inherent community benefit which sport provides
- Able to commit to weekend work and be flexible with their time

TO APPLY:

Suitably experienced and qualified individuals should submit a one (1) page letter of introduction outlining your interest in the role.

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

hr@sydneyswans.com.au

Applications close **25 March 2019**

The Sydney Swans do not accept applications from recruitment agencies.

The Sydney Swans are 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 Scott Dalby (Human Resources Manager) on (02) 9339 9123.