



ESSENDON FOOTBALL CLUB
Head of Commercial Partnerships & Sales
(Full Time)

Essendon Football Club are committed to our vision of being recognised as the most respected, inclusive and successful sporting club in the country, consistently setting the benchmark both on and off the field. We currently have an exciting opportunity for a new **Head of Commercial Partnerships and Sales** to 'Don the Sash' and join our Commercial Operations Team based at our club headquarters at Melbourne Airport.

The Opportunity

Reporting to the General Manager – Commercial Operations, the Head of Commercial Partnerships & Sales will manage all areas of the Club's commercial partnership and hospitality programs, including new business development, corporate hospitality sales and managing relationships with key partners to ensure all contractual rights are delivered, their activation programmes are developed and their long term sponsorship goals are achieved and reported upon.

In the role you will be responsible for:

- Providing leadership, coaching and development to a team of sales and servicing professionals;
- Lead the development and implementation of key account management strategies to ensure client retention;
- Develop and monitor team performance plans to achieving annual sales and revenue targets and net contribution KPI's across sponsorship and corporate hospitality;
- Developing new business strategies to acquire new clients across all industry segments;
- Building influential relationships with key clients and relevant stakeholders;
- Identifying opportunities to forecast future business and sponsorship growth;
- Ensuring innovative and professional client servicing standards are maintained;
- Actively targeting new commercial and non-traditional partnership opportunities; and
- Managing the team budget and EFC Board reporting process.

What We're Looking For

To be considered for the role, candidates must have the following essential skills and experience:

- Extensive Sponsorship experience, preferably operating within a professional sporting organisation
- Strong experience in sales, advertising, marketing and brand development, including dealing with and presenting to, senior-level management from major brands
- Strong key account management experience with commercial partners
- Proven team leader with demonstrated success in building, developing and managing high performance teams
- Ability to think outside the square bringing innovative thinking and negotiating skills
- Possess strong planning, analysis and financial modelling skills
- Tertiary Qualification in Business/Commerce/Marketing or related field
- Ability to work flexibly across 7 days during the football season
- Current drivers licence
- Permanent Residency in Australia, or appropriate visa to work permanently

To Apply

If you thrive on working in a fast paced, continuously evolving environment with a passionate and dedicated team of high achieving professionals where you can learn and gain valuable experience, we'd love to hear from you!

To apply, please email a cover letter along with your resume to recruitment@essendonfc.com.au. Position description is available by request.

Applications close 9pm, Monday 25 April 2016
Please note that this role will be subject to background checks.