



# CONSUMER SALES MANAGER

## ST KILDA FOOTBALL CLUB

Careers at St Kilda Football Club represent a unique opportunity in football. Our club fuses elite performance with the creative, progressive, and human centred spirit of St Kilda, our birthplace of 1873.

We value creativity, belonging and performance. We aim to connect people through inspiring football, thriving community and unique experiences that reflect what it is to represent the red, white and black. As a proud AFL foundation club, we firmly believe we are heading in the right direction and we invite you to join us.

This key leadership position reports to the General Manager - Consumer Business and will play a critical role in driving a significant growth agenda across consumer business. In line with the Club's strategic plan this role will play a key part in leading the Club's progression towards becoming a truly customer centric organisation.

The Consumer Sales Manager will drive a sales and service culture through the development of high performing membership sales staff who will focus on acquiring new customers whilst retaining and upgrading existing ones.

### What We're Looking For

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

- Minimum 5 years' experience in a Sales/Marketing related role.
- Proven Sales Management experience and a demonstrated ability to motivate and empower people to achieve and exceed commercial KPIs.
- Outstanding numeracy skills with the ability use financial modelling to simulate commercial scenarios and present complex data.
- Strategic thinking and planning, including the demonstrated ability to autonomously convert customer insights into Sales and commercial growth.
- Demonstrated ability to research, develop and market new consumer product offerings whilst maximising ROI.
- Demonstrated consistency and objectivity in decision making, including the ability to consult and influence key stakeholders.
- Strong interpersonal and communication skills.
- A degree in Business, Commerce or Marketing.
- Working knowledge of customer relationship databases (ideally Archtics).

### To Apply

To express your interest, please submit your resume with a one-page cover letter to [careers@saints.com.au](mailto:careers@saints.com.au) by **Thursday 18th April 2019**.

Please note this role may be subject to relevant pre-employment checks.