



## Sydney Swans Football Club

### Corporate Partnerships Manager

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- Renowned Australian sporting team
- Fun and fast paced
- Vibrant & supportive team environment

When choosing a career with the Sydney Swans you will join a strong values-based organisation with a committed, proud and professional team. The Sydney Swans strive to be one of the leading football clubs - both on and off the field - in Australia.

#### **The opportunity**

The Sydney Swans are seeking an experienced, energetic, team focused and dynamic individual to deliver outstanding service for our corporate partners. The role sits in the Corporate Partnerships team and is based at our Sydney Headquarters at the SCG.

This role will be responsible for:

- Excellent client service, including regular and proactive communication
- The development and rollout of joint leveraging, marketing and activation plans
- Management of a range of systems and processes to ensure that all partnership benefits are delivered
- Assistance in corporate partnerships renewals, including providing the required reports and presentations
- Ensuring all internal stakeholders are provided with relevant information within deadlines
- Financial accountability for the assigned sponsorship portfolio
- Ensuring partners are compliant with all third party and legal regulations including the Australian Football League, media and stadia
- Sponsorship Reporting including data analysis and market trends
- Project Management

#### **What we're looking for**

- 3+ years' experience in a similar Account Management role
- Outstanding communication skills – written and verbal
- Precise attention to detail
- Negotiation and problem solving skills
- Tertiary qualifications in Sports Administration, Marketing, Communications or related area of study
- Financial management
- Strong Microsoft Office skills
- Knowledge of AFL specific processes and guidelines i.e. Additional Service Agreements, Collective Bargaining Agreement are a plus but not essential.



PRINCIPAL PARTNER

### Characteristics:

- Team Player - someone who enjoys being part of a team and is accountable, shares ideas, flexible and committed to the best outcome for the Club. Cultural fit is extremely important
- A game changer - someone who is constantly looking for avenues to make improvement
- Big Picture - someone who is strategic and outcomes driven
- Passion and energy - someone who has a burning desire to work in the fast-paced and always evolving sports and entertainment industry. You will give 100%, 100% of the time

Due to the nature of the industry, the ideal candidate must be flexible in their availability as extended hours and weekend work will be required for this role.

### Application Details

- To be considered for this role please submit a one-page cover letter that addresses why you're the ideal person to be the next Sydney Swans Corporate Partnerships Manager along with your CV to [hr@sydneyswans.com.au](mailto:hr@sydneyswans.com.au)
- Please keep your application to a maximum of four pages including cover letter and less than 5MB in size.
- Closing date: **11 January 2019**

Please note we expect a high level of interest in the role and only those applicants short listed will be contacted.

The Sydney Swans do not accept applications from recruitment agencies.

Sydney Swans Limited is an equal opportunity employer.

Aboriginal and Torres Strait Islander candidates are encouraged to apply.

Applicants must be legally entitled to work in Australia.