

<b>PURPOSE OF THE ROLE</b>	Sales and Partnership Management
<b>TYPE</b>	Fixed term full time
<b>TERM</b>	2 years
<b>PACKAGE</b>	salary + commission + car
<b>Partnership Development Manager</b>	
<b><i>Lead the Harbour Way (Leadership &amp; Personal Qualities 20%)</i></b>	<ul style="list-style-type: none"> <li>• <b>Be A TEAM</b> “Be proud of who we represent and put the team first”</li> <li>• <b>Be CONNECTED</b> “Connect together and with our Community”</li> <li>• <b>Be ABOUT PEOPLE</b> “Value our people and help others reach their goal”</li> <li>• <b>Be THE EXAMPLE</b> “Lead with Integrity and do what we say we are going to do”</li> <li>• Builds and maintains strong personal and professional working relationships</li> <li>• Trustworthy, Ethical; Respected; high levels of Personal Integrity.</li> <li>• People focus &amp; Self aware</li> <li>• Sets high standards for self and others,</li> <li>• Clear and accurate communicator</li> </ul>
<b>Sales &amp; Negotiations (70%)</b>	<ul style="list-style-type: none"> <li>• The development, sale and management of sponsorship properties for NHRU;</li> <li>• The development, sale and management of hospitality packages</li> <li>• Prospecting for likely sponsors, donors and any other means of revenue-generation;</li> <li>• Development of creative sponsorship benefits and oversight of their execution;</li> <li>• Assist with sponsors’ functions and team appearances, as per contractual obligations;</li> <li>• Development of revenue re advertising opportunities – ground signage; match day programmes; grass graphics; billboards; create new advertising opportunities</li> <li>• Relationship manager and day-to-day point of contact for sponsors in partnership with the CEO</li> <li>• Work with sponsors to leverage the sponsorship value, especially for M10 Cup season;</li> </ul>
<b>Administration and Operational Management (10%)</b>	<ul style="list-style-type: none"> <li>• Administration and Operational Management</li> <li>• Preparation of planning and reporting documentation as required.</li> <li>• Excellent standards of written and verbal communication.</li> </ul>