

Position Description

POSITION TITLE: Commercial Manager

TYPE of EMPLOYMENT: Full Time

KEY FOCUS OF THE ORGANISATION (CFC Vision)

CFC's vision is to manage a state of the art, community focused facility and a highly successful and financially sound football Club which attracts and maintains quality players, coaches, staff, members, sponsors , volunteers and supporters.

KEY FOCUS OF THIS POSITION (Why this job exists):

To drive, manage and coordinate the Club's commercial and facility management activities to deliver maximum commercial outcomes.

REPORTING RELATIONSHIPS:

POSITION REPORTS TO:	DEPARTMENT	DIRECT REPORTS:
CEO	Administration	Business Development Officer and Membership and Administration Coordinator.

AUTHORITY LEVELS (Decisions and Recommendations expected):

- In conjunction with the CEO responsible for the generation of approximately \$2.0m in revenue.
- Oversees the facility management activities, commercial tenancies and catering activities of the Club.
- Prepares budgets and manage the financial performance of the Club's commercial activities.

KEY RESPONSIBILITIES (What is performed and Why)

- Manage all commercial operations of the CFC and maximise returns from all revenue stream activities including but not limited to sponsorship, membership, merchandising, events, coteries and fund raising.
- Manage and develop communication and public relation strategies to ensure maximum reach and exposure for the CFC brand
- Oversee and work with Property Manager to ensure effective and efficient facility management operations.

EXPERIENCE REQUIRED TO UNDERTAKE THE POSITION: (Essential or Desirable)

- Minimum 5 years' experience in a senior Commercial role with business development and marketing responsibilities across multiple revenue channels (E)
- Completion of Tertiary qualification in Marketing, Business Management, Facility Management or related disciplines (E)
- Previous experience in sponsorship procurement and servicing, commercial negotiations and operations, public relations and communications (E)
- Previous experience in events and facilities management. (D)
- Demonstrated understanding of a membership based sporting organisation. (D)