

# Partnership Manager

- **Elite professional sporting environment in a global organisation**
- **High performing, collaborative & supportive team.**

We are looking for a high motivated, experienced individual with a reputation for their communication and organisation skills to join our Commercial Department to deliver best practice partnership servicing.

## Who are we?

Melbourne City FC is part of City Football Group and competes in the major Australian domestic football competitions the A-League Men and A-League Women.

City Football Group consists of 11 football clubs and is the fastest growing sporting organisation in the world. Manchester City – City Football Group's largest club - has been named as the most innovative sports team worldwide by Sports Innovation Lab, a research and market intelligence firm.

## About City People

City people are entrepreneurial, innovative, open-minded and team oriented. Our team members are humble and hardworking, challenge our thinking and have a will to win. They combine genuine understanding of the importance of our local communities with a global approach.

## The Job

This role is to manage a portfolio of Melbourne City FC's commercial partners, including several blue-chip global brands, to deliver industry-leading sports marketing activity.

This role is critical to achieving Melbourne City FC's five-year business plan, whilst also providing the successful candidate the opportunity to learn from a global network of sports marketing professionals within City Football Group.

## Key Responsibilities:

### Partner Management

- Manage a designated commercial portfolio of Melbourne City FC's partners.
- Deliver designated partnership activity to exceed client expectations.
- Create and implement annual activation plans to meet the partner objectives.
- Work with a variety of internal teams – including, but not limited to Marketing, Finance, Legal & Football to deliver the best outcomes for our commercial partners.
- Continually seek new ways to improve the commercial partner experience.
- Communicate regularly with partners via WIP meetings or status updates.
- Observe partnership satisfaction levels and regularly communicate with the Head of Partnerships.
- Ensure all partnership servicing is "best practice" and reflects the Club's brand positioning.

### Management and Administration

- Manage the revenue and expense budget for each commercial partner within your portfolio.
- Maintain accurate records of services delivered.
- Prepare reports for partnership reviews.
- Work at match day functions and special events.

## What we need from you:

- Minimum 3 years of proven success in account management or a similar role.
- Experience in the sporting industry preferred, but not essential.
- Excellent time management and prioritisation skills
- Highly developed communication skills with experience in managing business relations with varying needs and expectations within a highly client focused environment.
- Excellent attention to detail
- Managing budgets and working towards KPI's both independently and as a team.

- Experience in developing networks and the ability to create and maintain effective working relationships.
- Strong facilitation skills with the ability to motivate others.
- Ability to establish relationships and influence key stakeholder groups.
- Some weekend and out of office hours work required.

**In return, we provide you with:-**

- Global network connection.
- Club Memberships.
- Reward & Recognition Bonus Scheme.
- Deals and discounts with corporate sponsors
- Fun and supportive team culture.
- Exciting new offices in 2022.
- Free onsite parking.

If you looking to work in sport and up for an exciting fast paced role, then please send your covering letter and resume to Susan Mills, Head of Human Resources at [recruitment@melbournecityfc.com.au](mailto:recruitment@melbournecityfc.com.au). Applications close on Friday 27 May 2022. **Eligible candidates will be required to have current Australia work rights and meet Government Directed Vaccination requirements. Only shortlisted candidates to be contacted.**

*The City Football Group is fully committed to safeguarding children and other vulnerable people across our business. As such, this appointment will be subject to Safer Recruitment processes including satisfactory criminal record and other background checks. City Football Group promotes equal opportunities in employment we positively welcome applications from all candidates.*

*We will screen all applicants and select candidates whose skills and experience seem to meet our needs. We will carefully consider your application during the initial screening and will contact you only if you are selected for an interview. Employment is subject to the provision of proof of eligibility to work in the respective country.*