



## Partnerships Coordinator

We are seeking someone who can bring passion and initiative to this role. Someone who can work autonomously but also collaborate in a team environment to coordinate the day-day partnership operations as well as taking our corporate hospitality program to the next level!

Do you want a role where you can have real impact and contribute to a world-class sports environment?

If the answer is yes, then we want to meet you!

### WHO ARE WE?

At Netball Queensland we like to be bold and do things a little differently, we have an ambitious vision of becoming a world class sports organisation, respected for transforming lives through netball.

In this era of women's sport, Netball Queensland must push the limits and lift expectations, we therefore, need extraordinary people to take our sport into uncharted territory. We are determined to continue to be the number 1 sport for women and girls in Queensland and we could not be more excited about our \$45 million state-of-the-art home at Nissan Arena. The next few years are game changing for us, and we need the right team in place to make the most of these opportunities.

### THE OPPORTUNITY

As a member of an energetic team, you will be all about planning and bringing to life the partnership deliverables through activations and mutually beneficial marketing campaigns. Our business is also built on events so you will play a pivotal role in the partner activations on our major event days.

Reporting to the Commercial Partnerships Manager, the Partnership Coordinator is responsible for servicing Netball Queensland's Commercial Partners and managing the corporate hospitality program.

Your opportunity is to bring our values to life by creating and curating experiences that will engage and grow new audiences to build a tribal following, to challenge and be challenged and, most importantly, to grow and achieve as part of our team.

### THE ROLE

The key areas of responsibility for the Partnerships Coordinator include, but are not limited to:

- Help coordinate the development, implementation, and delivery of the Netball Queensland partnership program, including the day-to-day management of key partners and sponsors with Commercial Partnerships Manager.



- Support the Commercial Partnerships Manager and events team in leading the implementation and delivery of partnership programs at all events.
  - Contribute to the delivery of Queensland Firebirds, SSN matches, and HART Sapphire Series matches played at Nissan Arena, including the hands-on planning and delivery of all commercial commitments (activations, signage, etc.).
  - Work alongside the events team to deliver partner contracted requirements at Netball Queensland State Events, Carnivals and competitions.
- Identify and leverage opportunities within the game day app to bring commercial partners brands to life in a way that connects with fans.
- Lead on all match day sports presentation with support of Commercial Partnerships Manager and fan engagement aspects.
- Coordinate the sponsorship review and reporting process for the benefit of partners, assess organisation performance and identify areas for ongoing growth and improvement.
- Implement a structured process for on boarding partners input into the CRM and track and deliver partnership assets using SportsRM CRM, including confirming asset delivery, and ensuring partner agreements are always up to date.
- Contribute to the delivery of Queensland Firebirds home games, including the hands-on planning and delivery of all commercial commitments (activations, signage etc.).
- Manage the development, implementation, and delivery of the Queensland Firebirds VIP Experience, including ticketing, client relationships and post season reporting. The role will work with the wider Customer and Brand team (marketing, events etc.) to identify new opportunities to leverage and grow the VIP Experience.
- Liaise with the marketing team to ensure partner logos are correct on all collateral, including website, eDM's and other communications.
- Lead on HART Sapphire Series partnership management and game day operations with events and competitions team
- Contribute to the planning and development of strategies for Netball Queensland and the Queensland Firebirds across sponsorship, licensing, marketing, events, media and communications.



## WHO ARE YOU?

### Professional

- Relevant tertiary qualifications and/or equivalent relevant experience in a similar role
- High level interpersonal skills and ability to work in cooperation of people
- Ability to set priorities, plan work programs, meets deadlines and manage time effectively
- Ability to build relationships, coordinate and support volunteers or teams
- Strong interpersonal, organisational and project management skills
- Ability to work to a budget and accurately forecast financial outcomes.
- Advanced Microsoft Office computer skills, including word, excel, publisher along with experience with Adobe suite, InDesign would be advantageous
- Excellent written skills including face to face, telephone, written reports, and general correspondence
- Team player with the ability to work autonomously or under minimal supervision to meet deadlines.
- Sporting organisation and events experience an advantage but not essential.

### Personal

- Share Netball Queensland's values of collaborative, brave, authentic, inclusive and innovative. The backbone of our organisation is TRUST – in our people and in our brand
- Strong business acumen
- Has an eye for attention to detail
- Strong adaptability in a continuously changing work environment;
- A team player capable of building relationships and delivering results;
- Ability to work outside normal working hours;
- A strong knowledge and love of sport; specific experience in netball would be ideal but not essential.

## WHAT WE PROVIDE

- A fun, high energy and busy working environment;
- Brands you can truly be passionate about;
- A brand-new world-class office space at Nissan Arena;
- Unlimited annual leave so you can maximise productivity;
- A fully equipped high-performance gym available for use by staff;
- Onsite carparking daily at Nissan Arena
- An ongoing commitment to learning and development; and
- An opportunity to be a trail-blazer in sport, in particular, women's sport.

Applications to Sophie Smith – Commercial Partnerships Manager at [sophie.smith@netballq.org.au](mailto:sophie.smith@netballq.org.au)