



# AIRPORT WEST FOOTBALL CLUB Inc.

ESTABLISHED 1961

Affiliated with the EDFL

**Job Title:** Business Development Manager

**Role Summary:** The Airport West Football Club is looking to increase its impact and reach by further development and maintenance of sustainable revenue streams for the football club.

**Suitable for:** This role would suit someone looking to give back to a community not for profit organisation. You may be a past player, parent, or member wanting to re-establish or continue your relationship with the Club. You may be a young person working towards your Marketing or Business degree and wanting to get some great experience on your resume.

**Experience required:** There are no formal qualifications for the role required however we would expect that you have the following characteristics:

- Ability to produce high quality external communication documents, including sponsorship marketing materials as required.
- Confidence in tailoring emails to specific businesses and following up via phone calls and/or face to face engagement.
- Ability to work well in teams as working closely with the Executive and General Committees will be crucial.
- Ability to think outside the box and be innovative in coming up with new ways of developing and maintaining revenue streams for the Club.

**Responsibilities:**

- Work to develop a sponsorship strategy in alignment with AWFC values.
- Development of revenue stream targets across operations including junior and senior parts of the club.
- Attend meetings of the Executive Leadership Committee where invited and present reports and provide updates on the portfolio, including tracking to targets and engagement levels.
- Development & maintenance of membership revenue streams including social, player and general memberships. Responsible for overseeing the delivery of value to these groups.
- Development of partnerships with local community businesses and networks who enhance the AWFC brand and align on values.
- Represent the club at AWFC sponsorship events and other key stakeholder events.

Contact Pauline McShanag via [president@airportwestfc.com.au](mailto:president@airportwestfc.com.au) to find out more, including benefits, time required & expectations.

Come on Board and help the Eagles fly high in 2022!!

ABN: 80 982 296 791

Email: [admin@airportwestfc.com.au](mailto:admin@airportwestfc.com.au)

Website: [www.airportwestfc.com.au](http://www.airportwestfc.com.au)

Clubrooms: Hansen Reserve, Etzel Street, Airport West VIC 3042