

# S1595 SPONSORSHIP MANAGER

JOB CLASSIFICATION: SOH Enterprise Agreement 2006  
JOB LOCATION: Sydney Opera House – Marketing and Development  
JOB STATUS: Temporary Contract - 18 months  
POSITION NO: S1595  
SALARY PACKAGE: \$129,459 (includes superannuation)  
Salary: \$118,770

SALARY NOTES: (Salary package includes employer's contribution to superannuation). This position is covered by the Sydney Opera House Enterprise Agreement 2006.

## JOB DESCRIPTION:

Lead the development of the sponsorship strategy and business plan to secure new sponsors and increase the amount of monies raised. Steward relationships with existing sponsors for revenue growth and ensure relationships are leveraged. Act as brand ambassador and demonstrate brand values and behaviours in all aspects of role delivery. Live performance everyday.

## SELECTION CRITERIA:

- Develop, manage and implement a comprehensive and multifaceted sponsorship strategy that includes new acquisition programs and retention programs. Achieve revenue objectives.
- Strategically integrate and leverage business partnerships around SOH brand.
- Prioritise the highest impact fundraising activities liaising with the Director, CFO and CEO.
- Lead and co-ordinate sponsorship team, strategies and activities to ensure they work in harmony and do not conflict.
- Orchestrate and play a key role in the cultivation and solicitation of major sponsorships, managing the involvement of the above stakeholders as appropriate.
- Oversee a holistic approach to the development of attractive and mutually beneficial sponsorship packages that acknowledge; the competing interests of the business of corporate sponsors, strategic presenting partners and venue hirers, civic organisations and philanthropists; the limited branding opportunities due to heritage issues; the priority and dependency of multiple building projects; and the limitations of available SOH owned projects and productions to attract sponsors.
- In collaboration with the Business Operations Manager, General Counsel and Finance team, oversee the development and implementation of all sponsorship contracts and related compliance issues.
- Lead and engage, motivate and manage Department, ensuring the professional development and performance management of staff.
- Understanding and commitment to the principles of EEO and OH&S.

JOB NOTES:- Candidates **MUST** obtain an information pack and address **ALL** of the selection criteria. Packs can be obtained from [recruitment@sydneyoperahouse.com](mailto:recruitment@sydneyoperahouse.com).

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APPLICATIONS TO: Recruitment Coordinator, Sydney Opera House  
GPO Box 4274 Sydney NSW 2000

**CLOSING DATE: Friday 23<sup>rd</sup> November 2007**

