

## Partnership Sales Business Developer

### **Purpose:**

The Partnership Sales Business Developer supports the growth of the stadium’s partnership and sponsorship revenue by identifying new business opportunities, developing sales pipelines, and engaging prospective partners. This role combines proactive business development with market analysis to support the acquisition of new sponsors, preparation of partnership proposals, and achievement of commercial targets.

### **Key Responsibilities:**

- Curate and sell high-value sponsorship and partnership packages.
- Develop and maintain relationships with senior-level stakeholders and industry partners.
- Identify and pursue new business opportunities while growing existing relationships.
- Maintain a strong understanding of market trends, competitors, and client needs.
- Collaborate with marketing, strategy and operations teams to ensure successful event delivery.
- Work closely with internal teams to align sponsorship propositions with event strategy and audience goals.
- Achieve and exceed revenue targets through a consultative, value-led sales approach.
- Liaise closely and diligently with stadium finance and legal teams.
- Ensure thorough and client focused handover process to account team.

Experience Minimum Requirements	Education Minimum Requirements
<ul style="list-style-type: none"> <li>• 5+ years of experience in sales focused on ticketing operations.</li> </ul>	<ul style="list-style-type: none"> <li>• High school, diploma or vocational training in sales, marketing, or equivalent.</li> </ul>