

Director of Business Development and Sponsorship – Position Description

Summary

The Director of Business Development and Sponsorship will pursue business and sponsorship/grant opportunities in line with AIHL Brisbane's [Vision, Mission and Objectives](#).

The ideal candidate is a highly organised and detailed individual who is able to work independently at relationship building with potential sponsors and stakeholders and can adapt quickly to a changing industry.

This role requires a proactive attitude where no task is too small and has a track record of executing on various initiatives, servicing sponsor and vendor partners, and proactively identifying and anticipating business needs without being prompted.

Reports

This position reports to the AIHL Brisbane Executive Board and has no direct reports.

Responsibilities

This position will:

- Provide advice on potential government grants available and assist with obtaining grant approval
- Develop and maintain strong relationships with stakeholders, vendors and partners
- Analyse financial data and developing effective strategies to grow the club
- Collaborate with board executives and directors to determine the most viable, cost-effective approach to pursue new business opportunities
- Set milestones and business goals to ensure the club is financially sustainable
- Gather intelligence to be used by marketing and engagement
- Provide industry insights as input into the club's overall vision and strategy

Previous Experience

A qualification or equivalent experience within the sporting or business management industry is highly attractive.

Term of Position

The successful applicant is appointed to the role for a term of 12 months from date of commencing in the role.

Remuneration

This is an unpaid volunteer position.

Vision, Mission and Objectives

Club Vision Statement

To create a professional and highly competitive sporting organisation within the Australian Ice Hockey League.

Club Mission Statement

To be the preferred team of choice within the Australia Ice Hockey League and a club that our fans are proud to support because of how we play the game competitively, display our values on and off the ice and how we engage the community.

Objectives

- To bring the Australian Ice Hockey League (AIHL) back into Queensland. Closing the gap between opportunities to play a higher level of competition. Currently the Browns Trophy tournament and the BUIHL Super League is the highest level for Queenslanders and bringing an AIHL team to QLD gives players the opportunity to play at a higher standard.
- To promote the game and grow the fan base by being able to view a higher level game live.
- To be role models for younger players. With the introduction of the AJIHL, this team can show juniors / young adults what it means takes to be a professional within the game and also in the community
- To have development and mentoring programs.