



*To be one of the most successful Rugby organisations in the world with a world class performance culture on and off the field*

## **Commercial Manager**

- **Sponsorship Focus**
- **Commercial Nous**
- **Relationship Management**

Wellington Rugby seeks an experienced Commercial Manager to lead the growth of sponsorship relationships and other commercial opportunities for both Wellington Rugby and the Hurricanes during a challenging and exciting time.

Reporting to the Chief Executive, the successful candidate will have strong experience of developing, securing and managing sponsorship properties that deliver great value for sponsor partners. Your strong commercial experience will be of value in identifying, assessing and growing a diverse range of commercial opportunities from match hospitality to licensed products and events.

Exceptional team leadership, organisational and contract negotiation skills are essential for this role, which leads a small but dynamic team. Strong marketing skills are an asset given the importance of exceeding our sponsors expectations by value delivered in the market. A results orientation to achievement of revenue targets is a given.

This is an outstanding opportunity to make a significant contribution to the commercial future of Wellington and Hurricanes Rugby.

Applicants should forward their CV and covering letter to Louise Hamerton, PO Box 7201, Wellington South 6242 or email [louise.hamerton@wrfu.co.nz](mailto:louise.hamerton@wrfu.co.nz).

For a copy of the job description or other enquiry please contact Louise Hamerton on [louise.hamerton@wrfu.co.nz](mailto:louise.hamerton@wrfu.co.nz).

**Applications close on Wednesday 1 February at 5.00pm.**