



green building council australia

Sponsorship Associate

- Identify and secure sponsorship on top notch industry events and awards
- Generate your own prospects and develop a sponsorship pipeline
- Amazing Sydney Barangaroo Location

About us

The Green Building Council of Australia (GBCA) was established in 2002 and is the nation's authority on sustainable buildings and communities. Our purpose is to lead the sustainable transformation of Australia's built environment. We employ over 40 staff and our national office is based in the 6 Star Green Star rated Barangaroo precinct in Sydney; but our flexible team works across Australia. For more information on how the GBCA is transforming the built environment please refer to our website www.gbca.org.au.

Your new role

Are you tired of the ruthless measures of telemarketing? Do you love selling but feel working from a script limits your ability to build valued customer relationships? If you've answered yes, this is your opportunity to bring your drive and passion for selling to an industry where you will play an important part in transforming the sustainable built environment in Australia.

Reporting to the Head of Industry Development and Partnerships, you will generate your own sponsorship prospects to develop a pipeline through business to business sales across a range of areas including events, education and our inaugural awards.

You will also ensure the coordinated delivery of benefits to our sponsors ensuring a partnership experience that will ensure retention of existing sponsors and growth of new sponsors.

This is a full-time role with the option of flexible working arrangements based in our Sydney headquarters.

Your new responsibilities

- You will research market drivers and movements to understand and map new markets
- You will work with existing clients to retain and grow their annual spend
- You will evolve and customise packages to ensure they meet client needs
- You will create proposals and packages that are creative, innovative and financially viable
- You will manage the delivery of sponsorship packages
- You will ensure data is captured in the client relationship management database

Your skills and experience

- You have a degree in sales, marketing, business or other related field
- You have at least 2 years' sales, telemarketing or telesales experience
- You have excellent negotiation skills, persuasive ability and communications skills
- You have a professional approach and have excellent presenting skills

Culture

Join a motivated and committed team who are passionate about creating healthy, positive places for everyone. By joining the GBCA team you can expect a fulfilling and rewarding career helping to build a sustainable future. The GBCA offers a creative and visionary environment and culture that will support you to learn and develop in your chosen career.

Benefits

- Mentoring Program and Educational Assistance Program
- Employee of the Quarter (GBCA Star Award)
- Flexible Working Arrangements, Activity Based Working with Sit to Stand desks
- Complimentary Fruit and Snacks and quarterly staff lunches

How to apply

Please apply through Seek including a covering letter and resume addressed to Catherine Andon, HR & Operations Manager. Closing date for applications: **COB 16 August 2018**.

For more information and a copy of the position description please contact Anna Hendricks on Ph: 02 8239 6200.

We aim to create a diverse work environment where employee differences such as gender, age, culture, disability, sexual orientation, family and caring responsibilities and religion are valued.

We are also proud to have a Reflect Reconciliation Action Plan, acknowledging the proud heritage of Australia's first people and working towards a reconciled Australia. We recognise the value Aboriginal and Torres Strait Islander employees bring to our workplace and welcome applications from the Indigenous community.

