



**WALKINSHAW  
ANDRETTI  
UNITED**



## **WALKINSHAW ANDRETTI UNITED Commercial Partnerships Manager**

Reporting to the Team Principal the Commercial Partnerships Manager will be responsible for delivery of successful sponsorship leverage programs to selected key partners of the team.

The core purpose of this role is to build and nurture trusting, long term mutually beneficial partnerships which ultimately deliver revenue to support the sustained success of Walkinshaw Andretti United.

This integral position is directly responsible for the creative sales planning, organisation and servicing of the following key partners of the WAU Sponsorship Group:

- Mobil 1 / Ampol
- Appliances Online
- Optus
- Truck Assist / NTI
- Volkswagen Australia
- Goodyear Tyre and Auto
- Morris Finance
- CoreStaff

In addition to the partnership management, we would expect there would be indirect assistance and management provided for:

- Tier 2 / 3 partners when required
- Corporate hospitality activation
- Merchandise integration
- Membership programs
- Sponsor Events – including Hot Lap / Ride Days
- And assisting the WAU B2B networking programs.

Importantly, the Commercial Partnerships Manager is commercially astute and will have creative ideas and experience to share, regarding the concept and integration of new and innovative leverage opportunities. In addition, their experience will also be valued in contemplating existing and emerging opportunities, with an ability to use data and insights to build new saleable assets.

The successful candidate will have outstanding relationship management and interpersonal skills and will have proven experience in motivating and being part of an enthusiastic team.



**WALKINSHAW  
ANDRETTI  
UNITED**



A full-time role, we would expect the Commercial Partnerships Manager will have good time and people management skills with delegation and overseeing of workload amongst agencies, other commercial team members and the wider team itself.

The successful candidates' primary workload will be management and servicing to deliver value, both contractually and as broader opportunities present, and assist the achievement of sponsor objectives.

An excellent understanding of video / content creation, social media, and creation of communication solutions in professional sport, is a prerequisite in the role along with a marketing background.

In addition to the servicing of the task it is expected that the role is also a travelling position – when requested, to attend and work at Supercars events.

**Qualifications:**

- Bachelor's Degree in Business (Marketing) or equivalent

**Experience:**

- Minimum 3 Years' experience working in the sponsorship industry.
- Excellent track record of success in a high-pressure environment.
- Exposure to best practice sponsorship processes for innovative and effective partnership leverage.
- Excellent organizational skills.
- Excellent communication and interpersonal abilities.

**How to Apply**

Please send your CV along with a detailed cover letter to SRI, that briefly details why you feel you would be suitable for this role. Note: you must have Australian working rights to be considered for this opportunity.

**Josie Lahey, Partner** - [jlahey@sriexecutive.com](mailto:jlahey@sriexecutive.com) +61 478 803 255

Diversity, equity & inclusion (DEI) is a fundamental priority for SRI. Our philosophy focusses on embedding inclusive behaviours and processes across every element of our business practices, internally and in our work with clients and candidates.

**About SRI**

SRI is a global executive search and consulting firm, servicing the rapidly converging industries of sport, media and entertainment.

We work as one partner-led team with staff based in key global markets across 11 offices on four continents. We offer dedicated and specific sector, function and region expertise. Our services include executive search, board assessment, succession planning, salary benchmarking, advising clients on their internal and external hiring strategy, new market entry and multi-vacancy projects.