

<b>Basketball Australia Position Description</b>	
<b>Title</b>	<b>Business Development Manager</b>
<b>Department</b>	Consumer & Commercial
<b>Hours per week</b>	Full time
<b>Position Reports To</b>	Head of Commercial
<b>About Basketball Australia</b>	<p>At Basketball Australia (BA) it is our vision that basketball will be the sport of choice for Australian families in the 21st century. As the governing body of basketball in Australia, we are a not-for-profit business who works closely to grow the sport with our basketball members, the eight State &amp; Territory Basketball associations.</p> <p>At BA we proudly manage our elite national teams (Boomers &amp; Opals, Rollers &amp; Gliders plus men's and women's 3x3), our Centre of Excellence facility, elite competitions including, the Women's National Basketball League (WNBL), major international FIBA events, national junior championships and as well as Australian basketball's official junior game development program, Aussie Hoops.</p> <p>Underpinned by our values we strive to be as a truly gender equal, all abilities, community sport that has a defined pathway to greatness and to be viewed as one of the most successful basketball nations on earth. The Basketball Australia Strategic Plan (2021-2024), the Diversity and Inclusion Framework, our Reconciliation Action Plan (RAP) and the Women and Girls Strategy is enabling our mission and vision.</p>
<b>Core Purpose</b>	<p>The Business Development Manager (BDM) plays a critical role in achieving our strategic growth objective, 'Commercial growth' in the BA Strategic Plan.</p> <p>Through the generation of sustained commercial revenue and partnerships, BA can derive alternative revenue sources and opportunities that allow for investment back into basketball at grass roots to national level.</p> <p>In this highly customer focused role, the BDM will source and establish new commercial partnerships to deliver successful outcomes for BA</p>
<b>Key Responsibilities</b>	<ul style="list-style-type: none"> <li>• Sourcing new commercial partners for BA.</li> <li>• Prospecting and presenting collateral to external stakeholders.</li> <li>• Developing plans to infiltrate new markets.</li> <li>• Negotiate effective and fruitful commercial outcomes that result in increased revenue or 'in kind' revenue to BA – in conjunction with the Head of Commercial, at least initially</li> <li>• Assist in developing the Commercial roadmap for sustained success.</li> <li>• Establishing networks for ongoing partnership opportunities.</li> <li>• Developing and implementing commercial content to support pitches for partnerships.</li> <li>• Working closely with Marketing to maximise commercial sales appeal for BA.</li> <li>• Developing presentations to a high standard that effectively communicate with new and current partners.</li> <li>• Assist in executing the deliverables of commercial contracts in conjunction with the Commercial Partnerships Coordinator.</li> </ul>
<b>Key Success Measures &amp; deliverables</b>	<ul style="list-style-type: none"> <li>• Deliver new commercial partnerships to BA.</li> <li>• Reaching agreed commercial sales targets in line with agreed outcomes with Head of Commercial</li> <li>• Deliver sustainable commercial partnership contracts</li> </ul>
<b>Qualifications &amp; Experience</b>	<ul style="list-style-type: none"> <li>• Min 2 years' experience with a successful track record in generating leads and closing new business</li> <li>• Relevant Tertiary qualifications or demonstrated successful experience in a business development role.</li> <li>• Experience in negotiating a range of commercial outcomes particularly in constructing, communicating, and closing commercial deals that derive successful outcomes for the business</li> <li>• Passionate about sport, and knowledge of the sport industry</li> <li>• Experience in developing presentations and delivering to external customers</li> <li>• Experience in maintaining successful commercial relationships</li> </ul>
<b>Skills and attributes</b>	<ul style="list-style-type: none"> <li>• Always Customer focussed</li> </ul>

	<ul style="list-style-type: none"> <li>• High level communication skills</li> <li>• Team player first and foremost</li> <li>• Confident in presenting to groups of people</li> <li>• Resilient and able to obtain effective feedback</li> </ul>
All Employees will	<ul style="list-style-type: none"> <li>• Model and lead our values and mission.</li> <li>• Act in accordance with all BA policies and protocols which change from time to time.</li> <li>• Be committed to maintaining a safe, inclusive, and healthy workplace.</li> <li>• Act consistently with our Employee Code of Conduct.</li> <li>• Be flexible and responsive and prepared to step-up in times of need</li> </ul>
Key Working Relationships:	<ul style="list-style-type: none"> <li>• CEO BA</li> <li>• Executive General Managers – BA</li> <li>• High Performance team – BA</li> <li>• Marketing and Communications team</li> <li>• Head of WNBL</li> <li>• Head of Women in Basketball</li> <li>• Head of Game Development and Game Operations</li> <li>• All participation related areas</li> <li>• State and Territory Basketball Association</li> </ul>
Other information	<ul style="list-style-type: none"> <li>• This position may require domestic travel.</li> </ul>
Working with Children	As part of your duty, you must recognise that children and young people require special care and attention to feel safe and you will be committed to protecting and prioritising the safety of children and young people involved in Basketball programs and services.
Citizenship/Visa	You must be an Australian citizen, have permanent residency status or a visa permitting you to work in Australia. You are required to notify the Head of P&C if your right to work in Australia ceases.
What do we value	<p><b>Our Values</b> <i>TRUST AND TRANSPARENCY, INTEGRITY AND HONESTY, PROFESSIONALISM, ACCOUNTABILITY AND RESULTS</i></p> <p><b>Our Diversity Message</b> Basketball Australia leads the way in promoting and supporting diversity through our voice, our actions and by working with our stakeholders in increasing the appeal of basketball as a safe, fair, and inclusive sport at all levels and in all ways.</p> <p>Our aim is for Basketball Australia to represent the wide-ranging backgrounds of the basketball community, and to understand their experiences. We welcome people from all backgrounds to our board, committees, staff, players, officials, and volunteers.</p> <p><b>Our Culture Message</b> Lead by our Values we are committed to striving for an environment where we feel proud to belong, supported by a culture of inclusion and respect. We provide a welcoming, safe, and flexible approach to work and provide an environment that benefits from and enables the best from everyone.</p> <p><b>Our Safety Message</b> Basketball Australia aims to provide children and young people with a positive and enriching environment that promotes their social, physical, or emotional development. We are committed to safeguarding children and young people in our care and ensuring that they feel safe and are safe. We expect representatives of the organisation, regardless of their role or level of responsibility to support such an environment.</p>