

Account Manager, Commercial - SA Rugby.

Applications are invited from suitably qualified candidates to fill the permanent position of **Account Manager** in the Commercial department.

The closing date for applications is **27 February 2019**.

Please submit your applications to the Human Resources Department (careers@sarugby.co.za). Your application should be accompanied by your detailed CV with relevant requirements mentioned in the job description below.

In line with SA Rugby's transformation plans, Black African male/female candidates will be given preference.

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| 1. Job Particulars: | |
| Job Title: Account Manager | Department: Commercial |
| Direct Reports: None | Travel Required: Yes |
| Reports to: Senior Account Manager | Job Grade: C4 |
| 2. Purpose of Job: | |
| To administer the delivery of sponsors' rights and implement operational activities at all International Tests and the HSBC Cape Town Sevens. | |
| 3. Key Results/ Accountabilities expected from job | |
| <ol style="list-style-type: none">1. Responsible for the budget and delivery of sponsor rights by all internal stakeholders;2. Building and maintaining close working relationship with sponsor personnel to ensure sponsor satisfaction;3. Monitoring the commercial environment to ensure that sponsor rights are not infringed;4. Identify and explore new sales avenues for specific SA Rugby properties;5. Work closely with internal structures and commercial agents for key projects delivery;6. Provide support in drafting of commercial agreements not limited to Host Union Agreements, Competition Agreement;7. Coordinate the negotiation process of new sponsors in conjunction with Senior Account Manager;8. Coordinate the delivery of the yearly Law Book as endorsed by World Rugby, SA Rugby and respective Sponsor;9. Responsible for relationship management with key event stakeholders and event compliance in terms of legislation for all Test Matches as well as HSBC CPT Sevens; and10. Event Management which includes but not limited to:-<ul style="list-style-type: none">• Management of all International Tests;• Provide operations support at Test Matches; and• Manage all HSBC Cape Town Sevens elements & ecosystems operationally. | |
| 4. Experience & Expertise (Typical educational qualifications & experience) | |

a. Educational background

- BComm degree or equivalent - Essential

b. Experience (years and nature)

- 3 – 5 years' experience in Commercial/Sponsor Rights – Essential
- 1 – 3 years' experience in budget management – Essential
- 3 – 5 years' experience working in a similar organisation – Desirable
- 3 – 5 years' experience in major event and operations management – Desirable
- 3 – 5 years' experience in commercial contracting – Desirable
- 1 - 3 years' experience in match management – Desirable

5. Critical Competencies

- Stakeholder management skills;
- Selling ability/negotiating skills;
- Budgeting;
- Written and verbal communication skills;
- Presentation skills;
- Project management skills;
- Time management skills;
- Computer literacy skills;
- Innovation skills;
- Flexibility skills;
- Results focus skills;
- Teamwork skills;
- Sports marketing skills.

Kind regards

Human Resources Department