



Melbourne RFC Ltd.

President: David Smith

Melbourne RFC – Sponsorships Manager

Passion for rugby alone won't pay the bills. That's where you can help - and earn a percentage too!

Melbourne RFC is on the search for a person to manage advertising and sponsorship programmes for the club – from pitch hoardings to shirt sponsors. You will be encouraging companies (local and further afield) to get involved in rugby, in exchange for helping them to promote their business at our club. Various sponsorship packages are on offer, so you will have a flexible set of options for potential sponsors.

As Sponsorship Manager you will be managing a vital income stream for the club - a key club role which could progress your own career. You will meet a wide range of people and gain the satisfaction of knowing that the sponsorship deals you negotiated directly benefit the club. You will be working with our sponsorship team using well-developed documentation and website processes.

There is a financial percentage on offer, which will be discussed when you make enquiries.

Ideally, you will need to be:

- well-organised
- a good communicator
- passionate about rugby
- a target-driven salesperson
- business-minded
- a good negotiator
- efficient and a quick thinker
- meticulous over the details
- and with good links into the business community.

Your role:

- manage existing sponsor/advertiser relations
- source and approach new potential sponsors
- build business cases for possible partners illustrating the potential returns on investment in us (we have a published Mel RFC strategic plan and packages already in place).
- manage the advertising at the club – from hoardings to programmes
- work closely with the fundraising team to maximise opportunities.

How much time it will take up? A few hours a week on average, but then there's that financial reward for sponsorship revenue.

Contact: Ian Lucas 07973 852362, or ianlucas8@gmail.com



Melbourne RFC LTD is a limited company registered in England and Wales.

Company number: 6537968.

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