



## Head of Commercial

Join the Gold Coast SUNS in a leadership role that shapes the future of our Club. As Head of Commercial, you'll drive strategic growth through innovation, partnerships, and premium experiences, helping position the SUNS as a leader both on and off the field.

### About the Role

Reporting to the EGM – Commercial & Consumer, you'll lead high performing Partnerships and Sales teams to deliver innovative commercial programs, exceptional partner servicing, and sustainable financial outcomes. You'll manage major corporate relationships, identify new business opportunities, and ensure our commercial operations are aligned with the Club's vision to inspire our community and partners.

### Key Responsibilities

- Lead the delivery of the Club's commercial growth strategy across partnerships, corporate sales, coteries, hospitality, and digital assets.
- Build and maintain strong relationships with major partners, sponsors, and stakeholders.
- Drive annual commercial revenue targets, developing new business and market opportunities.
- Oversee partner activation, campaign delivery, and hospitality experiences on match days.
- Manage budgets, forecasting, and financial reporting for all commercial portfolios.
- Lead, coach and develop a high performing team aligned with Club values.

### About You

You're a commercially savvy leader who thrives on building relationships, delivering results, and leading teams to success. You bring:

- Proven experience in commercial leadership within partnerships, sales, or business development.
- Strong sales background and a track record of achieving revenue growth.
- Excellent stakeholder management, negotiation, and presentation skills.
- Experience leading and developing teams in a fast-paced, high-performance environment.
- A degree in Business, Commerce or similar (preferred).
- Experience in sport, entertainment or major events (highly desirable).

Join us as we continue to grow our Club, our community, and our impact. Apply Now via our candidate portal using the link below.

[https://goldcoastfc.secure.force.com/recruit/fRecruit\\_ApplyJob?vacancyNo=VN128](https://goldcoastfc.secure.force.com/recruit/fRecruit_ApplyJob?vacancyNo=VN128)

Only candidates who apply via the portal will be considered.

**Applications close 17<sup>th</sup> November 2025**