



NBS Nelson Giants - Commercial Manager (Contractor)

Engagement: Fixed-Term, Part-Time, Contractor (6 months, approx. 20 hours per week)

Location: Nelson, New Zealand

Duration: Mid-February to Mid-August 2025

About the NBS Nelson Giants

The NBS Nelson Giants have provided fun and exciting family-friendly entertainment in Nelson for over forty years. Competing in the New Zealand National Basketball League (NZNBL), we offer a basketball pathway for young Nelsonians, showcasing local talent on the national stage.

Position Overview

We are seeking a passionate and driven Commercial Manager to lead the charge in driving partnership and corporate revenue for the NBS Nelson Giants. This newly created role is critical to our success, ensuring the Giants meet revenue goals as well as the delivery of an exceptional experience for our corporate partners.

As the Commercial Manager, you will be responsible for maintaining and renewing existing partnerships, securing new partnerships, delivering partnership benefits, building strong partner relationships, and selling corporate hospitality packages for the 2025 and 2026 seasons.

Key Responsibilities

Partnership Management:

- Maintain and renew existing partner agreements.
- Prospect, pitch, and secure new partnership opportunities.
- Develop customised partnership proposals that align with partners' objectives.

Relationship Management:

- Build and maintain strong relationships with partners.
- Act as the primary point of contact for partners throughout the season and taking a proactive approach to ensure partnership value is being delivered.

Corporate Hospitality Sales:

- Promote and sell corporate hospitality packages to local businesses and organisations.
- Work with event team to ensure seamless delivery of corporate offering.

Delivery of Partner Benefits:

- Ensure all partnership benefits are delivered in a timely and professional manner.
- Oversee partnership activation on game days, including signage, events, and promotional activities.

Reporting and Administration:

- Provide regular updates and reports on partnership performance.
- Maintain detailed records of partnership agreements and activations.
- Tracking financial performance against budget



Ideal Candidate Profile

We're looking for someone who is:

- Experienced: Previous experience in sales, sponsorship, or business development is highly desirable.
- Well-Connected: Strong connections within the Nelson business community.
- Self-Motivated: A proactive and driven individual.
- Team-Oriented: Works well collaboratively and contributes positively to team goals.
- Passionate: A keen interest in basketball or sports is a plus.
- Digitally literate: capable in Word, Excel, PowerPoint, and Presentation formatting.

What We Offer

- The opportunity to play a key role in the success of the NBS Nelson Giants.
- A dynamic and supportive working environment.
- The chance to build relationships with key business and community leaders in Nelson.

Application Details

If you're ready to take on this exciting challenge and help drive the commercial success of the NBS Nelson Giants, we want to hear from you!

To Apply: Please submit your CV and a brief cover letter detailing your relevant experience and why you're the ideal candidate for this role.

Contact: General Manager and Head Coach, Michael Fitchett.

Email: michael@nelsongiants.basketball.

Deadline: 12pm Monday January 20, 2025