

## Picture yourself in the role:

You'll be accountable for commercial support within the team including review of contracts, analysis of performance and development of strong relationships with key partners driving commercial success; you will also own the successful implementation of internal, partner and client campaigns across our Virgin Australia assets; and you will effectively negotiate outcomes.

## Here's what your day to day looks like:

- Work collaboratively with internal and external stakeholders to formulate strategies to deliver sales growth, primarily in the areas of media sales, sponsorships, corporate partners and gift cards.
- You will also support with the creation of tools and processes to streamline efficiencies, and manage invoicing and budgets.
- Managing campaigns and media bookings from sales teams and partners; and collaborating with key stakeholders on implementation.
- Business partnering with the wider Virgin Australia team to cross functionally to deliver on projects, campaigns and strategy.
- Pro-actively managing our creative and media agency relationships. You'll consistently represent our brand ensuring ROI and value are delivered in any solution.
- Using data and insights to recommend improvements and creative solutions, and report on market trends
- Develop reporting in conjunction with partners and joint ventures, and support Management articulate business performance drivers
- Become an expert on the commercial terms of existing contracts.

## Who you are:

- **Great eye for detail:** no detail is too big or small! You thrive on organisation, process improvement, standardisation and seamless outputs.
- **Passionate collaborator:** you love working together as one team and have a passion for identifying opportunities. Naturally, you pride yourself on driving decisions and owning a commercial outcome for all parties involved.
- **Consultative and Dynamic:** you thrive in a dynamic, changing environment and own your space across the management of initiatives.
- **Champion of Better:** you embrace innovative thinking and are always looking for ways to give the surprise and delight feeling to partners.