

## Commercial Graduate

### **About the Company**

The NBL is one of the premier basketball organisations in the world and is home to some of the world's best athletes. It operates an innovative media platform, always searching for the next growth opportunity, and is truly a sports entertainment experience like no other.

The NBL is chiefly responsible for the management and delivery of the men's professional basketball league in Australia and New Zealand. With a focus on success and growth, the NBL's vision and determination, is to be positioned as one of the leading sporting codes in Australia.

### **The Program**

Development Players aren't just for the courts, we also want them at NBL HQ.

We're now taking applications for a recent or soon-to-be graduating, **Commerce/Legal** student to join our 2-year Graduate Development Program.

This program gives graduates the necessary experience and skills to use in the real world and put all their learnings to the ultimate test. Not only will graduates gain incredible exposure to their chosen field, they'll also get to learn from some of the industry's best and have the opportunity to network and build relationships across the sports and business sector.

Graduates will receive an all-access, behind-the-scenes pass and experience what it takes to bring the competition to life.

### **The Role**

As our **Commercial Graduate**, you will provide essential support to the Chief Commercial Officer, and broader department. Along with your day-to-day activities, you will help deliver on relevant plans, strategies and action items, and will have the opportunity to assist with major commercial projects and ultimately lead agreed initiatives.

As you grow in the role, regular developmental meetings will guide you through and ensure you're developing and adding the necessary skills to set you up for career success.

By the end of your program, our aim is to have you fully confident and have a clear understanding of what it takes to be successful within your chosen field.

### **Key Responsibilities**

- Assist league CCO with client retention and satisfaction strategies
- Work on execution of the commercial vertical of the leagues strategic plan
- Assist in formulating proposals to potential clients / suppliers to maximise satisfaction and create mutually beneficial relationships.
- Develop commercial models to assess commercial deal viability
- Negotiate / execute assigned commercial contracts with partners
- Assist in measuring the effectiveness of partnership activities

### **About You**

- Hold a Bachelor's Degree in Commerce, Legal or similar
- Recently graduated in either 2021, or 2022
- Strong Excel skills that will underpin decision making
- Have the drive, determination, and persistence to achieve greatness and continue to propel yourself to learn
- Always seeks development and constructive feedback
- Excellent written & verbal communication skills
- An honest and creative team-player that thrives in fast-paced environment
- Ability to work both individually and as part of a wider team
- Know what you know, and what you don't, and aren't afraid of asking for clarification!