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COMMERCIAL MANAGER NEW BUSINESS FOCUS



**Adelaide
University
Union**

Founded in 1895, the Adelaide University Union (AUU) provides a selection of non-academic amenities for its members, contributing substantially to the enjoyment of Adelaide University life. With a turnover of approximately \$2m and a staff of around 20, AUU provides a range of services on campus for the effective representation of students and for the creation of a positive campus community and culture.

This newly created position reports to the General Manager and is responsible for scoping and establishing new commercial opportunities and overseeing the existing commercial operations of the AUU. Key responsibilities include :-

- identifying, scoping, securing and introducing new commercial opportunities and expanding existing operations;
- monitoring and analysing the performance of the AUU retail operations and identifying opportunities for improvements in performance;
- leading, managing, developing and motivating the small retail management team;
- overseeing the financial performance and profitability of the AUU's commercial operations.

Applications are encouraged from suitably qualified professionals with experience in managing or overseeing retail operations and scoping, securing and establishing new business. Sound leadership, mentoring and stakeholder relationship management skills will be essential as will the commercial and financial acumen necessary to thrive in such a role. This position requires a willingness to work with students and the successful applicant will display the energy and enthusiasm necessary to drive the AUU's commercial operations.

Take the opportunity to join this diverse organisation and meaningfully contribute to the lives of Adelaide University's students. Attractive employee benefits are on offer.

For a job and person specification, please visit www.hender.com.au and for further information on our client, please visit www.auu.org.au.

Applications in Word format only should be forwarded to Andrew Reed by email to 19265@hender.com.au. Telephone enquiries may be directed to Gill Manser on (08) 8100 8827.

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