



**WHEELCHAIR
RUGBY
AUSTRALIA**

Partnerships Lead

Wheelchair Rugby
Australia

SPORTSPEOPLE
RECRUITMENT **30** 1996 - 2026



- **Create a lasting impact within a Paralympic sport**
- **Own and oversee the full lifecycle of partnerships, sponsorships and revenue generation opportunities**
- **Surry Hills, Sydney based (hybrid)**

About Wheelchair Rugby Australia

Wheelchair rugby is one of the world's most exciting and unique team sports, combining speed, power, precision and full-contact action. Purpose-built by and for athletes with quadriplegia and other high support physical impairments, it provides an important pathway to elite competition for athletes who have historically had limited access to team sport.

Wheelchair Rugby Australia (WRA) is the national sporting organisation responsible for leading, growing and promoting wheelchair rugby across the country.

WRA exists to develop every aspect of the sport, from grassroots participation and emerging talent to elite high performance, national competitions and international success. As the organisation behind the Australian Steelers, one of the world's leading wheelchair rugby programs, WRA is driven by a vision to build a stronger, more visible and more sustainable future for the sport.

In recent years, WRA has experienced significant growth, delivering internationally recognised events, expanding participation opportunities, growing audiences and securing innovative commercial partnerships that are redefining how disability sport is positioned in Australia.

WRA is a progressive, ambitious and purpose-driven organisation that values initiative, collaboration and bold thinking. For professionals seeking to make a meaningful contribution while working in a fast-moving and high-performing environment, joining WRA offers the opportunity to contribute to meaningful work, influence organisational growth and help create lasting impact both within sport and across the wider community.

"We're looking for an ambitious professional to take ownership of our commercial partnerships, build strong relationships with leading brands and create value for our partners and the future of wheelchair rugby."

Kelsey Singh - General Manager - Operations



Partnerships Lead

Reporting to the CEO, the Partnerships Lead is responsible for driving WRA's growth and sustainability through performance partnerships, strategic partnerships, sponsorships and revenue generation. The role will own and oversee the full lifecycle of partnerships from identifying opportunities, negotiating contracts, delivery and renewal; ensuing alignment with WRA's Organisational and High Performance Strategic Priorities.

Working closely with the CEO and the Manager - Media and Marketing to find and nurture partnerships at all levels, this role is key to supporting the sustainable growth of wheelchair rugby in Australia.

To be considered for this role you will be a dynamic and commercially minded professional with the confidence to secure and manage key relationships with corporate, government, performance and community partners. Experienced in account/relationship management, revenue generation and/or sponsorship servicing (ideally from within the sport industry) you will have a proven record of negotiating, upselling, and closing deals.

You will be a driven, proactive and passionate individual with a demonstrated ability to roll up your sleeves and work hands-on, managing competing priorities and varied tasks simultaneously to meet deadlines whilst maintaining a high level of attention to detail. The ability to work independently as well as collaboratively within a small team structure is key; as is the capacity to build and maintain relationships and strategically engage a diverse group of stakeholders.

This is an exciting opportunity to make an impact at a national level with end-to-end responsibility for engaging with leading brands, securing commercial partners and ensuring they receive outstanding service and meaningful value from their support of this growing sport.



Key Responsibilities

Partnership Management

- Build and maintain strong relationships with partners and sponsors.
- Act as the primary point of contact for all partnership engagements, ensuring consistent communication and delivery of outcomes.
- Lead events rights delivery and partner activations.
- Monitor and evaluate partnership performance, providing regular reporting and insights.

Contracting and Negotiation

- Lead negotiations with prospective partners to secure mutually beneficial agreements.
- Draft, review and manage contracts to ensure compliance with WRA policies and legal requirements.
- Oversee the execution of contractual obligations and ensure their delivery.

Sponsorships

- Design and manage sponsorship packages that align with WRA goals, high performance objectives and partner expectations.
- Work with marketing and operations teams to activate sponsorships effectively and maximise visibility and return on investment.
- Work across local, state and national level sponsorships and partnerships.
- Evaluate sponsorship outcomes and provide recommendations.

Revenue Generation

- Develop and implement strategies to grow and diversify revenue streams through partnerships, sponsorships and grants.
- Identify new markets, sectors and organisations to expand partnerships.
- Create tailored proposals and pitches that clearly articulate value and return on investment.
- Drive fundraising initiatives both for organisational sustainability and individual athlete support.

Strategic Contribution

- Contribute to WRA's Strategy by identifying opportunities and risks in partnerships
- Work closely with CEO and Leadership to ensure partnerships align with WRA's brand and objectives.
- Support State Leads to leverage and optimise partnerships and sponsorships at a state and local level.

General

- Attend meetings and represent WRA as required.
- General administration tasks as pertaining to the role.
- Any other duties within the employee's capabilities which is fair and reasonable to expect the employees to undertake as directed by the CEO from time to time.
- Ensure compliance with WRA's policies, guidelines and procedures.



Selection Criteria

In addition to demonstrating **relevant experience across the core functional areas of responsibility identified in this Position Overview**, candidates applying for this role will require a range of personal and professional skills, including:

Essential

- Experience in revenue generation, partnership management and sponsorship.
- High level of attention to detail and accuracy.
- Ability to work in a team environment and at times autonomously with competence, integrity and efficiency.
- Knowledge, understanding and interest in the Australian sports industry communicate in both written and verbal means effectively.
- Ability to network and develop and maintain positive relationships with stakeholders.
- Excellent presentation and group training skills.
- Strong written and oral communication skills supported by interpersonal skills.
- Strong computer and IT skills including knowledge of database management and Office functions.

Desirable

- Experience in design platforms such as Canva, PowerPoint and Adobe Suite.
- Driver's licence.
- Working with Children Check.

Residency and Immigration

Candidates must be an Australian Citizen / Permanent Resident or have unlimited working rights within Australia to be considered for this position.

Hours of Work

This is a Full Time position. Due to the nature of the role and the sport industry, some evening and weekend work will be required to attend meetings and events.

Location and Travel

The position will be based at the Wheelchair Rugby Australia office in Surry Hills, NSW. There may be some flexibility to work from home (typically 1 day per week) alongside in-office days, based on role requirements.

The role will require occasional domestic travel to attend meetings and events.

Remuneration Guide

A market competitive remuneration package will be available to the successful candidate, negotiable depending upon skill level and experience. Depending on personal circumstances candidates may be able to take advantage of the salary packaging benefits available through the Not for Profit and Charity status of Wheelchair Rugby Australia. At the time of applying, candidates are invited to indicate their current salary and salary expectations.

Candidates are invited to phone Sportspeople Recruitment to discuss salary before applying if that will be helpful in decision making.

Child Safety and Integrity

WRA's [Safeguarding Children and Young People Policy](#) aim to ensure children and young people's safety and wellbeing across all areas of WRA's work.

Timelines

Final interviews and the appointment of the Partnerships Lead, Wheelchair Rugby Australia are scheduled for October, 2026.

The successful candidate would be expected to commence duties as soon as possible, mindful of notice periods and general availability.

Website & Social Media

For more information and news items on all facets of activities, services and programs, visit:

Website: wheelchairrugby.com.au

Facebook: facebook.com/wheelchairrugbyaustralia

Instagram: instagram.com/wheelchairrugbyau

YouTube: youtube.com/@wheelchairrugbyaustralia

LinkedIn: linkedin.com/company/wheelchair-rugby-australia



Please apply now to avoid missing out!

Please note Sportspeople Recruitment will commence screening and interviewing for this role immediately.

If you are intending to apply, please do so now. We reserve the right to close the role as soon as sufficient merit applications are received.

Applications close:

11pm Sunday 27 September, 2026

Candidates must complete and submit the COMPULSORY **Sportspeople Recruitment**

Application Form at the time of applying. The form is available as a download at the Sportspeople Recruitment website listing for this role and contains questions against which we require your specific response prior to considering your application.

Sportspeople Recruitment prefers a 1-2 page letter of introduction and an accompanying CV of no more than 6 pages, merged into the Application Form as one MS Word file.

Apply Now to

Your application should be sent electronically via the “apply now” link at the advertisement via sportspeoplerecruitment.com/jobs

Enquiries

In the first instance general enquiries should be directed to **Scott Oakhill** on **0408 258 337** or **FREECALL AU 1800 634 388** or or **+61 2 9555 5000** or via admin@sportspeoplerecruitment.com.

About Sportspeople Recruitment

The Partnerships Lead, Wheelchair Rugby Australia search and recruitment process is being managed exclusively by **Sportspeople Recruitment**.

Sportspeople Recruitment is a leading executive search and recruitment firm servicing sport business. Celebrating 30 years in 2026 our curated Talent Network has been developed as a result of successfully filling thousands of roles across the A-Z of sport business employers.

We offer the most experienced Consultant team in the market available to assist with executive search, general recruitment, hiring strategy, remuneration planning and executive/Board advice.

We are delighted to have been appointed by Wheelchair Rugby Australia as the exclusive search partner for the Partnerships Lead position.

Australian owned - globally connected - since 1996

Merit Recruitment

Don't meet every single requirement? Studies have shown women and minority groups are less likely to apply for jobs unless they meet every single qualification. **Sportspeople Recruitment has a reputation as a leader in merit recruitment.** Everything we do has a focus on presenting the best candidates to our client Employer whilst maintaining a commitment to do what we can to address the imbalance of under-represented groups in leadership positions.

If you believe you have what it takes to perform this job but don't tick off every single qualification and experience we've listed, we encourage you to focus on the strengths, experience, qualifications and soft-skills you do have as the reasons you should apply. Believe in yourself and if still in doubt call our Consultant for a quick chat or simply apply. Without an application we can't consider you and we'll never consider your application a waste of our time.





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