



Job Title: Business Development Officer

Location: Sigona Golf Club

Application Deadline: 1st October 2025

Position Overview:

The Business Development Officer will lead efforts to grow revenue by identifying new opportunities and strengthening relationships with members and sponsors. A key focus will be acquiring and retaining golf sponsors while ensuring partnerships remain mutually beneficial. The role requires proven sales or business development experience and strong communication skills.

Key Responsibilities:

- **Strategic planning and alliance:** Identify, build and maintain strategic alliances to expand market reach, drive revenue growth and create mutual value through partnerships with key stakeholders.
- **Relationship management:** Cultivate and maintain strong relationships with both new and existing stakeholders, ensuring their continued support and satisfaction.
- **Sponsorship sourcing:** Secure and manage sponsorships for a wide range of club events, including Clubnite, Saturday Competitions, and major club events.
- **Budgeting and financial management:** Prepare and present detailed reports on business development and sponsorship activities including financial projections and growth numbers.
- **Marketing & Promotions:** Develop and implement effective promotional campaigns and strategies for the Club facilities holistically including accommodation, sponsors, golf office and to attract new golfing and social members and increase member engagement.
- **Event management:** Identify and qualify new event leads and opportunities, both golfing and social. Prepare and deliver compelling presentations and proposals to potential clients and sponsors.

Qualifications & Requirements:

- A bachelor's degree in business, marketing, or a related field.
- Minimum of 3 years of experience in business development or sales, preferably within the golf or hospitality sector.
- Demonstrated experience in securing and managing sponsorships for various events.
- Strong understanding of the golf industry and its market trends.
- Proven ability to analyze market data, create financial projections, and present information effectively to senior management.
- Exceptional interpersonal and negotiation skills.
- Self-motivated and able to work independently.
- Proficiency in computer applications and CRM software.

To apply, please submit your application letter, CV and the supporting documents listed above to the following email addresses: info@sigonagolfclub.com CC: hr@sigonagolfclub.com on or before Wednesday, 1st October 2025.

Only shortlisted candidates will be contacted.