

# Damon Dungey

0488 747 153 damonsdungey@bigpond.com

- Coached Under 6 to Under 9 at Metro Soccer Club South Australia
- Junior Coaching Certificate to under 15 – South Australia
- Sponsorship Coordinator – Samford Rangers Football club 2016 - 17
- Played in the over 35's for the last 3 years
- Son plays under 15 at Samford Rangers
- Bachelor of Commerce – Marketing and Human Resources (including sports management subjects)

25 Years' experience working in sales and marketing including State management for major wine companies managing \$10 million budgets

I currently work and live in the area.

A self-motivated, reliable and well organised professional with an extensive and diverse range of experience including sales, marketing, team management, business development and strong customer service capabilities.

With high energy levels, and the desire and ability to add value, I deliver an improvement in staff and customer relationships and business performance

## Core Competencies Marketing / Sales

- Developing sales/ marketing strategies
- Achieving Budget objectives
- Identifying new business opportunities
- Planning marketing campaigns and events
- Facilitating and championing new ideas
- Outstanding customer focus
- Employing Category Management and Account Management skills to develop market leading business strategies
- Managing Expense Budgets
- Formulating and executing promotional activity
- Business and market trend analysis
- Contribution to building strategic business strategies
- Strong ability to develop and harness integral relationships within and outside of a business

## Supervisory / Leadership

- Providing clear direction
- Creating team environment
- Result Focused
- Honesty and Integrity
- Delivery on deadlines
- Staff development and training
- Ability to Manage difficult staff and customers
- Strong communication skills both written and verbal
- Passion for continual learning and development

## Computer Literacy

- Microsoft programs

**Date application completed and sent:** 1<sup>st</sup> December 2018

<b>Position:</b>	<b>Facilities Manager</b>
<b>Applicants Name:</b>	Damon Dungey