



Commercial Customer Planning (Opportunity for Engineering, Finance & Economics students)

Internship Details

Hours: 80	Start Date: October 2017
Location: Southbank	Closing date: 4pm on Monday 25 September

The Australian Ballet

The Australian Ballet exists to inspire, delight and challenge audiences through the power of its performances.

The Australian Ballet is one of the world's premier ballet companies and has delivered extraordinary performances for over 50 years. A commitment to artistic excellence, a spirited style and a willingness to take risks have defined the company from its earliest days, both onstage and off.

The company regularly represents Australia on the world stage and has performed to critical acclaim in 87 cities worldwide including New York, Shanghai, Tokyo, London and Paris. Caring for tradition yet daring to be different, The Australian Ballet performs beloved classical ballets and commissions new work annually. The Australian Ballet presents upwards of 250 shows and 1,700 education and audience engagement events each year.

In addition to 80 exceptional dancers, The Australian Ballet employs master craftspeople and leaders in production and technical support, dance education, marketing, philanthropy, finance, IT, human resources, external relations as well as an orchestra of 62 musicians (Orchestra Victoria).

Internship

The Australian Ballet is looking for a high performing student to help us build our commercial capability within the Australian market.

Our Marketing, Commercial and Audience Development division is responsible for The Australian Ballet's main commercial operations and drives greater than 75% of the Ballet's revenue. We're currently working to enhance our commercial accuracy, customer knowledge and speed to market through a range of Best Practice projects.

This intern should be prepared to work in a fast-paced team environment, and will finish the co-curricular internship having gained broad experience in demand forecasting, revenue planning and other general business reporting.

Duties include:

- Assist in the creation of our market demand forecasting
- Developing our price forecasting capability from historical and forward booking buying behaviour
- Assist in the automation of business processes including ticket price setting and distribution
- Assist in the development of a sales activity tracking tool

- Assist in customer analytics projects to enhance our understanding of customer segments
- Assist in development of NPS (Net Promoter Score) to monitor changes to our customer experience

Selection Criteria

A 3rd year undergraduate or Master student majoring in:

- Economics
- Finance or
- Engineering

The ideal candidate will have a strong analytical mind, show creativity in how they approach complex projects, and be comfortable working in an Excel driven environment.

Ability to write SQL or program code is an advantage, however equal consideration will be given to all candidates.

Hours of Work

The successful applicant can negotiate the hours and days of work with the host employer.

This is an 80 hour, unpaid co-curricular internship.

Application Procedure

The closing date for applications is 4.00pm on Monday 25 September 2017. *Late applications will not be accepted.*

STEP 1 > All applicants are required to upload their resume and cover letter (outlining why you are interested in the cadet placement) via CareerHub (click on Ask a Question) for review by a Careers Team staff member.

Bundoora students >> you can visit the Career Ready drop-in which is located in the David Myers Building, Level 2, Rm 238

Please check the website for hours > www.latrobe.edu.au/students/careers/contacts

NOTE: Applications will not be considered unless resumes and cover letters have been reviewed by the Career Ready team.

STEP 2 > Once your resume and cover letter have been reviewed and updated, please submit to Diane Micallef, Internship Advisor via email: d.micallef@latrobe.edu.au.

STEP 3 > Applicants are interviewed and shortlisted

STEP 4 > Shortlisted applicants are referred to the host employer

STEP 5 > Host employer selects applicants to interview

STEP 6 > Successful applicant selected and notified.

STEP 7 > Before commencing the internship, the successful applicant must submit a completed Career Ready Placement form.

For further information regarding this opportunity, please go to CareerHub:

<https://latrobe.careerhub.com.au/students/jobs/detail/506260>

