



Title:

General Manager – Salvage and Equipment Sales

Reports to:

Director – Supply and Camping, Director – Finance

Direct Reports:

Salvage and Equipment Sales Team

Appointment Term:

July 2026 to June 2028

Position Type

Voluntary

Scouts Australia is a Child Safe organisation. We are inclusive of all, regardless of gender, sexuality, race, religion, or ability, and do not tolerate any form of harm, abuse, or neglect.

The General Manager – Salvage and Equipment Sales position is responsible for developing and delivering the Australian Jamboree’s asset disposal, salvage and equipment sales program. The role will maximise the financial return on equipment and assets procured for the event, contributing significantly to the overall financial performance of the Jamboree.

Working across the planning, delivery and post-event phases, the General Manager – Salvage and Equipment Sales will identify assets suitable for resale or salvage, establish sales strategies, manage disposal processes, and oversee the recovery and sale of equipment following the event.

Income developed through asset recovery is critical to the financial outcomes of the 27th Australian Jamboree. This role requires a long-term commitment before, during and after the Australian Jamboree to ensure the successful recovery of asset value and achievement of budget targets.

Primary Responsibilities

- Develop and implement a comprehensive strategy and principles for the salvage, resale and disposal of Australian Jamboree equipment and assets.
- Work with relevant Directorates and functional teams to identify assets suitable for resale, salvage, recycling or donation.
- Establish processes to track and manage saleable assets through relevant inventory systems including the incumbent Supply Management System.
- Maintain oversight of equipment records to ensure accurate identification, valuation and recovery of assets.
- Develop and manage sales programs, including tenders, auctions, direct sales and other disposal methods as appropriate.
- Prepare and coordinate advertising, sales documentation and communications relating to equipment disposal.



- Liaise with potential sales partners (including licence holders, suitable retailers) purchasers, suppliers and other stakeholders to maximise financial returns. Identify opportunities for early sale as appropriate to reduce ongoing depreciation.
- Monitor market opportunities and recommend disposal methods that provide the greatest value to the Australian Jamboree.
- Develop forecasts and report on projected and actual asset recovery outcomes.
- Work collaboratively with Finance, Supply and Operations teams to support overall event financial objectives.
- Coordinate the collection, storage, transportation and disposal of assets following the event.
- Ensure all sales and disposal activities are conducted in accordance with Scouts Australia policies and relevant legal requirements.
- Provide regular progress reports and recommendations to the leadership team.
- Prepare a final report capturing recommendations to support continuous improvement for future Australian Jamborees.
- Recognise the legacy that Australian Jamborees provide Scouting including Scout asset improvement and revitalisation where appropriate and supported by formations.

Attitude, Skills and Knowledge Required

Attitude

- Commitment to the Purpose, Principles and Values of Scouting.
- Empower others and value youth-led input.
- Strong sense of accountability and ownership for achieving financial outcomes.
- Ability to work collaboratively with volunteers, staff, and external stakeholders.
- Strategic thinker with a solution-focused approach.

Skills

- Strong organisational and project management skills.
- Excellent negotiation and stakeholder engagement skills.
- Ability to analyse information and make sound commercial decisions.
- Strong written and verbal communication skills.
- Ability to manage multiple priorities and work effectively under pressure.
- Competence in the use of inventory, asset management and financial reporting systems.

Knowledge

- Experience in asset management, logistics, sales, auctions, tendering or related fields.
- Understanding of inventory management and asset tracking processes.
- Knowledge of financial management principles and budget performance monitoring.
- Experience managing projects involving multiple stakeholders and competing priorities.
- Understanding of disposal, resale or salvage processes.
- Experience with large scale events, camps or major projects.