

## **Job Description: Membership-Newtown Athletic Club**

**Title:** Sales Associate

**Department:** Membership Services and Sales

**Reports to:** Director of Membership Services and Sales

### **Job Objective:**

Responsible for all sales activities, from lead generation through close. Implements agreed upon Marketing Plan which will meet both personal and business goals of expanding customer base in the marketing area. Works within the sales and support teams for the achievement of customer satisfaction, revenue generation, and long-term goals in line with company vision and values.

### **Responsibilities:**

- Responsible for the sales of fitness memberships and all membership services in club.
- Demonstrates technical selling skills and product knowledge in all areas of the club that allows the Sales Associate to give effective presentation of the facility.
- Complete understanding of pricing and selling models.
- Maximizes all opportunities in the process of closing a sale .
- Sells consultatively and makes recommendations to prospects and clients of the various services the company offers to their fitness needs.
- Responsible for sourcing and developing client relationships and referrals.
- Maintains accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities, including the use of CSI software to maintain accurate records to maximize potential.
- Adheres to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Participates and contributes to the development of programs offered to clients, prospects and company employees.

### **Relationships and Roles:**

#### **Internal / External Cooperation**

- Maintain contact with all closed clients in the club to ensure high levels of Customer Satisfaction.
- Demonstrate ability to interact and cooperate with all company employees.
- Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.
- Maintain professional internal and external relationships that meet company core values.
- Proactively establish and maintain effective working team relationships with all support departments.

### **Job Specifications:**

- Bachelors Degree.
- Experience with Microsoft Office Suite.
- Extensive experience in all aspects of Supplier Relationship Management.
- Strong understanding of customer dynamics and service.
- Proven ability to achieve sales quotas.

- Ability to work nights/ weekends.
- Passion for fitness in general!