



FOR YOUTH DEVELOPMENT  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

## OPEN POSITION ANNOUNCEMENT

**Position:**        **Membership Sales Agent - FT**

**Locations:**     Northside YMCA

**Reports to:**     Sales Director

**Wage Range:** \$12.75 – \$16.00 per hour (based on education and experience)

**Major Responsibilities:**

- Meets and exceeds monthly and annual membership sales
- Demonstrates consistent excellence in sales presentations, closing techniques, telecommunications and in-person service, and prospective member engagement.
- Manages prospects through leads, inside and offsite presentations, walk-ups, no joins, phone inquiries, referrals, guest passes, terminations, and prospects from campaigns.
- Adheres to systems that ensure consistent prospect and new member tracking and follow-up procedures.
- Works with Program Directors to advocate for program enrollment at the time of sale.
- Maintains a comprehensive knowledge of all current program offerings.
- Assists in the planning and execution of special events and services such as health fairs, open houses, media events, membership drives and the Annual campaign.
- Collaborates with Sales and Service staff to ensure the seamless transition from prospect to fully engaged member.
- Role Models strong fiscal stewardship.
- Accountable to the Sales Director for execution of policies and procedures of the Center and the Association.

**Qualifications:**

- Bachelor's degree or equivalent education/experience preferred.
- Must possess a minimum 2 years of sales and marketing experience preferably in a membership setting.
- Must have a proven track record of selling a product/service and meeting or exceeding sales goals.
- Must demonstrate the ability to establish and maintain favorable relationships
- Proven ability to have initiative, good judgment and ability to make decisions independently but to also consult leadership with questions and concerns.
- A high level of written and verbal communication skills including in-person and on the phone, negotiation, client presentation skills
- Proven track record of meeting or exceeding sales goals
- Competent computer skills; Windows environment
- CPR Certification (within one month of hire)
- The ability to create a dynamic, energized sales environment outside and inside of center locations
- Ability to travel to onsite sign-ups during the course of a workday

**Benefits:**

Excellent benefits include health/dental/life insurance, 12% fully paid retirement plan, free membership and discounted YMCA child care and other programs. The incumbent will exhibit the core values of caring, honesty, respect, and responsibility in all aspects of their work with the YMCA.

**Deadline:**        **January 21, 2016**

**Apply Online:**    <https://apply.ymcamke.org>