



FOR YOUTH DEVELOPMENT®  
FOR HEALTHY LIVING  
FOR SOCIAL RESPONSIBILITY

## OPEN POSITION ANNOUNCEMENT

**Join the Y and help us to Transform Lives!**

Our mission and core values are brought to life by our culture. It's who we are, who we aspire to be and how we show up every day. **We are cause-driven.** We don't just show up, we show up with purpose. **We are welcoming:** we are open to all. We are a place where you can belong and become. **We are genuine:** we value you and embrace your individuality. **We are hopeful:** we believe in you and your potential to become a catalyst in the world. **We are nurturing:** we support you in your journey to develop your full potential. **We are determined:** above all else, we are on a relentless quest to make our community stronger beginning with you.

**Join us and help transform lives!**

**Now Hiring:**

### ***Director of Corporate Wellness (FT)***

#### **POSITION SUMMARY:**

Under the direction of the Group Vice President-Marketing & Corporate Wellness, the Director of Corporate Wellness is responsible for the growth of membership sales through the establishment of corporate partnerships. The Director will develop, guide, and supervise staff to achieve sales and wellness program goals while developing and implementing innovative sales and marketing initiatives, key sales staff development opportunities, relevant member tracking programs. This role will work closely with the Membership and Program teams to ensure member engagement and retention

#### **Wage:**

(Depending on certification & experience)

#### **Location(s):**

Association Office

#### **Responsibilities:**

- Lead the expansion of the Corporate Wellness program through the identification of prospective companies, continuous program evaluation, comprehensive sales plans and innovative marketing
- Develop, meet and exceed monthly and annual membership and program sales objectives
- Coach, train and ensure staff delivers consistent excellence in sales presentations, closing techniques, impeccable telephone and in-person service
- Collaborate with Group Vice President to design and implement an Association sales & promotional strategy
- Develop systems that ensure consistent prospect & new corporate member tracking & follow-up procedures
- Partner with the Vice President of Healthy Living for strategic leadership and content expertise in workplace wellness and for the development of new programs, services, or protocols for deepening customer relationships based on employer/employee need
- Work with fitness teams to develop & deliver successful programming to associated groups at their locations
- Design and conduct evaluations of the Corporate Wellness program and other outside sales techniques in alignment with the Association's mission impact strategies and measurement focus, to ensure the YMCA is meeting the needs of our diverse community
- Role Model strong fiscal stewardship through the development and monitoring of budgets and forecasting
- Accountable to the Group Vice President for execution of policies and procedures of the Association
- Collaborate with and support the efforts of Well City Milwaukee
- Be committed to the YMCA of Metropolitan Milwaukee's Child Abuse/Neglect Prevention efforts as a mandatory reporter.

#### **Qualifications:**

- Must possess a Bachelor's degree, or equivalent education/experience, with a minimum of 5-7 years of proven successful sales management experience with a preferred background in the health & wellness field
- Should have a positive history of leadership in the areas of staff development, fiscal budgeting and management, and operational procedures
- Master's degree in related field preferred
- Must possess experience as an exceptional public speaker, working in a results driven environment and be able to demonstrate key accomplishments
- Should have a positive history of leadership in the areas of staff development, budget and fiscal management, and sales team achievements
- Must be able to directly and remotely supervises employees and carries out responsibilities in accordance with the organization's policies, mission and applicable laws
- Responsibilities include interviewing, hiring and training employees, planning, assigning and directing work, appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems

*The Y is the nation's leading nonprofit committed to strengthening communities through youth development, healthy living and social responsibility*

**Equal Opportunity Employer**  
**THE YMCA WELCOMES A**  
**DIVERSE WORKFORCE**

**SUPERVISORY RESPONSIBILITIES:**

Directly and remotely supervises employees and carries out responsibilities in accordance with the organization's policies, mission and applicable laws. Responsibilities include interviewing, hiring and training employees, planning, assigning and directing work, appraising performance; rewarding and disciplining employees; addressing complaints and resolving problems.

**Benefits:**

- 12% Fully Paid Retirement Plan (following 2 year vesting period)
- 403b Retirement Savings Plan
- Comprehensive Health/Dental/Life Insurance
- Supplemental Insurance Options
- Free Individual Membership or Household Membership to all YMCA Locations
- Discounted YMCA Programs
- Discounted YMCA Child Care
- Discounted YMCA Camp

**Deadline:**            **October 17, 2019**

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