



OPEN POSITION ANNOUNCEMENT

Position: **Membership Sales Consultant – Part Time**

Location: **Northside Y**

Reports to: **Membership Sales Director**

Starting Hourly Range: **\$11.15 - \$13.00**

The Membership Sales Consultant will be responsible for membership sales growth through management of incoming prospects. Must be available nights and weekends, 15-25 hours weekly.

Major Responsibilities:

- Ensures that daily care of prospective members is first priority.
- Collaborate with Core Service Line and Member Service staff to ensure consistent excellence in service through daily care of members, program participants and volunteers.
- Meet and exceed monthly and annual membership sales
- Demonstrate consistent excellence in sales presentations, closing techniques, telephone and in-person service, and prospective member engagement.
- Manage prospects through: leads, tours, walk-ups, no joins, phone inquiries, referrals, corporate wellness partners, guest passes, terminations, and prospects from campaigns.
- Adhere to systems that ensure consistent prospect and new member tracking and follow-up procedures.
- Work with Program Directors to develop or enhance programs that meet the needs of members.
- Assumes “Manager on Duty” responsibilities including but not limited to 1st responder, conflict resolution, policy enforcement and evening closing procedures.

Qualifications:

- Bachelor’s degree and/or equivalent relevant work experience preferred.
- Some sales or marketing experience preferably in a membership setting.
- Excellent communication skills both verbal and written plus negotiation, client presentation skills and track record of meeting or exceeding sales goals.
- Competency in Microsoft Office: Word, Excel, and Outlook.
- CPR Certification (within one month of hire)

Excellent benefits include membership, and discounted YMCA Programs. The incumbent will exhibit the core values of caring, honesty, respect, and responsibility in all aspects of their work with the YMCA.

Deadline: **August 11th, 2010**

Apply online at <https://apply.ymcamke.org>

**Equal Opportunity Employer
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