

OPEN POSITION ANNOUNCEMENT

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 the Y and help us to Transform Lives!

Now Hiring:

Sales Agent - Membership (Full-Time)

Wage:

\$12.75 - \$15.00 per hour (based on experience)

Location(s):

Rite-Hite YMCA

Responsibilities Include:

- 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.
- 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 Engagement staff to ensure the seamless transition from prospect to fully engaged member.
- Must exhibit the core values of caring, honesty, respect, and responsibility in all aspects of their work with the YMCA.

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
- A high level of written and verbal communication skills including in-person and on the phone, negotiation, client presentation skills
- Competent computer skills: Windows environment, Microsoft Outlook, Excel, Word, and customer management system (Such as Daxko Operations)
- CPR/First Aid Certification (within one month of hire)
- Ability to travel off-site for sales presentations during course of a workday

Benefits:

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

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

*Note: The review process will begin immediately and will continue until the position is filled.