



Corpus Christi Athletic Club

Membership Sales Representative Job Description

Position Summary:

The Membership Sales Representative is responsible for promoting and selling memberships, while striving to build strong relationships with current and prospective members to enhance retention. This role requires a motivated and energetic individual who can effectively meet sales goals and contribute to the overall success of the club.

Schedule:

The position requires 40+ hours per week, including evenings, peak hours, and weekends. Flexibility is essential based on monthly sales specials and promotions.

Qualifications:

- Associate's degree preferred
- Proven sales experience required
- Goal-oriented and self-motivated
- Effective communication skills
- Highly energetic and positive attitude
- Ability to work collaboratively in a team environment

Primary Responsibilities:

- Achieve monthly sales goals set by the Membership Sales Team Leader
- Recruit and retain new members through personalized sales approaches
- Participate in sales training and professional development meetings
- Maintain up-to-date knowledge of club products, services, and offerings
- Stay informed on competitor activities and market trends
- Follow all sales policies and procedures as outlined in the Membership Sales Manual
- Ensure accurate completion of sales commissions and related reports each month

Additional Responsibilities:

- Represent the club at health fairs and other promotional events
- Collaborate with the Corporate Wellness Department on sales initiatives
- Assist with processing membership contracts and paperwork
- Issue scan cards and provide general administrative support as needed
- Attend all department and company-wide meetings
- Uphold the mission and values of the Corpus Christi Athletic Club in all interactions

Reports To:

Membership Sales Manager

This job description is subject to change as needed. The above duties are not exhaustive and may be adjusted at any time to meet the organization's needs.