

# Job Title: Membership Sales Associate

## Company Overview

Our mission is to utilize best practices from scientific research in human performance to provide a world-class training environment for athletes and adults of all fitness levels.

Based in Texas, ATH operates three existing training centers – two in Houston and one in the Allen area in DFW. A key step in the company's mission to help transform hospitals into places of healthy activity and wellness management for all ages. ATH integrates its performance services with other healthcare, academic and professional sports team partners to develop evidence-based strategies for enhancing athletic performance and population health.

## Job Description

The role is responsible for sourcing and developing sales leads. As a Membership Sales Associate, your role will be geared towards (but not limited to) delivering facility tours/presentations, product demonstration, managing leads, prospecting and attending to members' customer services needs. An understanding of ATH training programs will aid in assessing member needs and solutions related to ATH offerings.

They will maintain full understanding of company IT tools to identify potential opportunities, update progress; utilize company-approved databases for lead generation.

## Breakdown of Role

- 65% Sales
- 15% Customer Service
- 10% Administration
- 10% Facility Management

## Priority

- Prospecting and Selling Memberships
- Conducting facility tours for prospective members
- Coordinating sales efforts with ATH staff, marketing and partners
- Membership engagement and retention
- Ensure positive customer experience and resolve member needs
- Accurately preparing and process sales contracts
- Inputting accurate data for membership attendance and recording data with Hubspot (CRM)
- Ensure facility cleaning and appearance are exceeding company standards

**Qualification and Experience:**

- Business, Marketing or Sports Management Degree preferred but not required
- Minimum of 3 years experience in sales or customer service related field
- Strong level of IT skills to use various applications, technologies and software ranging from administrative (Microsoft office) to sporting technologies and software

**Benefits & Perks:**

- Medical, Dental, Vision, Disability insurance
- Discounts on products & services through Blue365
- Flexible Spending Account & Health Saving Account options
- Free facility usage for yourself and 2 relatives
- 9 Paid Holidays
- Generous PTO
- Paid maternity leave
- Discounts on products and supplements
- A dozen Tiff's Treats delivered to you on your work-a-versary!