



Membership Team Job Description

This position plays a key role in building strong lasting relationships with members, employees, and the community although primarily for the purpose of retaining and growing the clubs membership. We look for people who are passionate and enthusiastic about health, fitness and all that Club Loveland has to offer *and* will display that enthusiasm, to potential members.

Job Duties and Tasks include but are not limited to:

- Applicant must possess a passion for providing high quality Member service and commitment to exceeding expectations
- Implements membership strategies that support recruitment of new members and retention of existing members.
- Creates a member-focused culture and models relationship-building skills in all interactions
- Responsible for obtaining qualified leads through internal and external marketing efforts, setting appointments, and enrolling new members by using company sponsored presentation tools
- Promoting and selling established Club Loveland services such as Personal Training, specialized classes and any other additional services applicable at point of sale and thereafter.
- Prior experience in sales is great, but if you are passionate about health & fitness, we will teach you and give the tools to succeed. We are not a high-pressure sales team.
- *Every Club Loveland team member will be required help keep our new club, exceptionally clean! Each shift will begin or end with 15 minutes of cleaning and/or organizing of the entire club. We are a TEAM at Club Loveland and every team member is of equal importance and vital to the success of our business!*

Requirements:

- High school diploma or equivalent
- Successful work experience in a customer service position
- Ability to effectively use computer programs and office equipment
- Creativity, attention to detail and strong organizational skills
- Applicant must exhibit a professional appearance
- Ability to pass a back ground check
- CPR certified

