ISI® Elite Training is currently seeking a passionate, positive, and detail-oriented individual to join our team as a Fitness Sales Associate. The Sales Associate provides members and prospects with a complete overview of the fitness experience by presenting them with the best membership options along with advice and motivation to help them succeed in their fitness goals. He or she helps promote a comprehensive range of service and program offerings to ensure member growth and retention as well as revenue growth, which includes print and email newsletters, direct mail, and promotional offers. In addition, the Fitness Sales Associate attends off-site events such as health fairs and corporate events in order to share center information and procure memberships.

The ideal candidate has a degree in Business or a related field and at least one year of experience in marketing, sales, or customer service. Experience in the fitness and wellness industry highly preferred. He or she must have strong computer and internet skills, good public speaking and presentation skills, strong organizational and time management skills, and excellent interpersonal and relationship-building skills. Candidates must be able to work a flexible schedule that includes days, nights, weekends, and holidays.

**RESPONSIBILITIES**

* Promotes and sells memberships by informing clients of the benefits, costs, and associated programs/services
* Coordinates and leads tours for prospective members
* Educates members and the public about available programs and works to increase member participation and enroll new members for these services
* Participates in marketing and in promoting membership growth and member participation in classes, events, and training
* Helps with developing and managing new membership and sales campaigns
* Helps create and implement marketing programs and materials, such as newspaper ads, radio commercials, television ads, direct mail, registration boxes, and other promotional materials
* Helps generate new enrollments through inside and out-of-center marketing activities and increases community awareness of the center and our programs/services
* Supports and backs up the front desk associates when necessary
* Ensures that required documentation is complete and is in compliance with regulations and standards
* Attends all staff meetings, trainings, and educational classes as required
* Performs other duties as assigned

**QUALIFICATIONS**

* High school diploma or GED required; college degree preferred
* One year of relevant experience
* Pleasant/friendly demeanor and an outgoing personality
* Highly professional and dependable
* Excellent public speaking, communication, and presentation skills
* Superior relationship building, networking, and customer service skills
* Strong organization skills, able to multi-task, and can manage time to meet frequently changing deadlines in a fast-paced environment
* Strong computer and internet skills, including Microsoft Office suite
* Able to work a flexible schedule, which may include working days, evenings, weekends, and holidays