



# LAKE COUNTRY RAQUET & ATHLETIC CLUB

## MEMBERSHIP SALES CONSULTANT - FULL TIME

### WHO WE ARE:

LCRAC is a family-owned and operated multi-purpose athletic facility located in Hartland, WI. Established in 1977, LCRAC has continuously reinvested, renovated and evolved to keep pace with the ever-changing fitness industry. We are currently celebrating our 40th year of operation. We work hard to inspire our member's improvement in their physical and social quality of life every day by living our Core Values of Integrity, Continuing Education, Professional Relationships, and Consistency and Attention to Detail.

### CURRENT NEED:

A Membership Sales Consultant at least 30 hours per week including at least one (1) weekday evening per week and one (1) weekend shift (Saturday) per month.

### MAJOR RESPONSIBILITIES:

Membership Sales Consultants provide information, encouragement and follow-up with prospective club members from their initial contact with the club through the first year of membership. Successful Sales Consultants will manage prospects and new members to reach our monthly sales goals through the use of the companies CRM software and effective interdepartmental communication. Sales consultants will be expected to generate prospective member leads through their own community outreach efforts as well as from the clubs ongoing marketing efforts.

### REQUIREMENTS:

Excellent verbal and written communication skills. MS Office basic competency (Word, Excel and Outlook). Conducts responsibilities in an organized and professional manner at all times. A personal commitment to fitness is a positive attribute. Some sales experience in a membership setting is preferred but not essential.

### COMPENSATION:

- Hourly wage, sales commissions plus earned bonus.
- 80% Continuing education reimbursement.
- Company paid conferences and seminars as deemed appropriate.
- Free club membership.
- Group health insurance.