

# Membership Representative

Fitness World is seeking an experienced full time Sales Associate to join our team of industry professionals. We are a successful & modern, service oriented health club focused on being an industry leader. Fitness World is located in the heart of the fastest growing area of Durham. We pride ourselves in offering the latest advances in exercise equipment technology, the most up to date facility, and a staff that is committed to excellence.

The successful candidate will possess the following skills and traits:

- Proven sales experience and success within the health club industry.
- A passion for sales.
- A strong work ethic.
- A team player able to work effectively and cooperatively with other staff and members.
- Marketing Degree preferred, experience required.
- Must be goal oriented and results driven.
- Self motivated, outgoing, positive personality is essential.
- Good written and verbal communication skills.
- Ability and confidence to interact with accomplished business executives while presenting corporate membership options.

Job Description includes the following:

- Identify, present, and close membership sales agreements to corporate clients.
- Establish and maintain relationships with businesses interested in investing in fitness & wellness benefits for their employees.
- Assist Sales Manager in meeting and exceeding monthly membership goal.
- Develop & implement new marketing opportunities which result in increased guest visits leading to net membership growth.
- Serve in role as Manager on Duty for Fitness World to include some nights and weekends.

The above listing is not intended to be a complete list of duties and responsibilities. Fitness World is an equal opportunity employer and offers a competitive compensation and benefits package commensurate with experience, training, and education.

Please email or fax a cover letter and resume to the General Manager at [mark@fitnessworldnc.com](mailto:mark@fitnessworldnc.com) or fax # (919) - 806-3431.