

Thursday, March 28, 2019

Sales & Marketing Manager

Company: The Bar Method Brooklyn
Location: Brooklyn, New York
Compensation: Hourly base + Commission

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Sales & Marketing Manager (Cobble Hill)

Hours: Part-Time (20-25 hours), flexible

Compensation: Hourly base + commission

Experience: 2-3 years in sales and customer service, 1 year experience managing part-time employees, Bachelor's degree required

Reports to: Studios Director

The Bar Method Brooklyn - Cobble Hill is a popular, well-loved and growing boutique fitness studio that empowers it's students to be the best version of themselves. We deliver highly efficient full-body workouts that build inner and outer strength, grace and poise.

We're looking to hire an enthusiastic part-time Sales and Marketing Manager to join our team. This person will work with the Owner and Studios Director to set and achieve sales goals, create and implement marketing initiatives and grow our membership base. This is an exciting opportunity to work with a growing company in the expanding world of fitness and wellness.

This role requires is for self-starters with excellent communication skills and a keen ability to connect with people. Because it's a small business environment, there must also be a level of flexibility to go with the flow when needed. We're interested in people who are passionate about health and fitness. Some previous experience in a sales-related role is a plus.

Applications without a cover letter will not be considered. Please include which cartoon character you most resemble and why!

Responsibilities

Help set company sales strategy.

Identify new markets and opportunities for growth.

Lead and implement sales initiatives, including training and working with staff to assist in reaching sales goals.

Meet and exceed achievable sales targets via client recruitment, retention and upselling.

Grow client membership base.

Use face-to-face conversations, phone, email and text to convert clients to monthly memberships and packages.

Track sales goals and report out results.

Establish relationships and work with other businesses to promote our classes and implement joint marketing programs and events.

Qualifications

Flexible schedule with open availability for early and mid-mornings, afternoons, evenings and weekends.

Experience planning and implementing sales strategies.

Experience leading, managing and training a sales team.

Experience with customer relationship management.

Tech savvy. Graphic design experience or skills a plus (InDesign, Adobe, LucidPress).

Social media savvy a plus.

Skilled networker and community builder. Ability to connect with others.

Takes initiative and asks for support when needed.

Enthusiastic, energetic with a good sense of humor.

Team player.

Organized with good time management skills.

Excellent written and verbal communication skills.

Open to constructive feedback and unafraid to provide it to others.

Passionate about fitness and wellness.

Perks

Free Bar Method classes!

Team-oriented, collaborative atmosphere

Growth potential

Relaxed attire, grippy socks and yoga pants are our uniform!

Discounts on athletic apparel and accessories in our retail shop

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[< back](#)

[previous listing](#) • [next listing](#)