

Monday, March 29, 2021

Pure Barre Metro: Front Desk Sales Associate

Company: Pure Barre Metro

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Pure Barre is a leading boutique fitness business and is the #1 barre concept in North America. With 14 open locations and several in pre-opening stages, PB Metro, LLC is the largest franchisee in the Pure Barre system. PB Metro's management team is comprised of existing studio owners who have over 18 years of collective experience in the Pure Barre system and are regarded as some of the best operators in the country.

KEY RESPONSIBILITIES

Reporting directly to the General Manager, the PB Metro Front Desk Sales Associate is the face of the studio, responsible for all in-studio sales and operations during scheduled shifts. This individual is fully immersed and educated in PB Metro's culture, services, and pricing and is passionate about connecting with clients, educating clients on all that PB Metro has to offer, and increasing memberships and sales. This position is the custodian of the PB Metro brand at all times and offers exceptional customer service.

JOB RESPONSIBILITIES

- Execute sales process of lead generation, follow up, and close
- Learn to use and navigate the Club Ready POS system
- Conduct tours of the facility while establishing a relationship and targeting individual's goals and needs
- Maintain acceptable level of personal sales production
- Present available services to current or prospective members
- Memorize all pricing and membership options
- Process accurate credit card transactions
- Input inventory for retail clothing and other items
- Attend and complete all relative training programs
- Take pictures for social media platforms
- Regular cleaning and disinfecting of the retail area, studio and restrooms
- Other duties as assigned

PROFESSIONAL EXPERIENCE / QUALIFICATIONS

- Passionate about people and fitness
- Superior verbal, written, organizational, and interpersonal skills are necessary
- Relates well to people, inspires trust, and builds credibility and strong relationships quickly
- Goal-oriented with an ability to achieve sales in memberships and retail
- Resourceful; able to solve problems and move forward without having all of the answers
- Customer service/retail experience a plus
- Boutique fitness knowledge/experience preferred
- Applicants of all genders, ethnicities, and races are encouraged to apply.
- Please send resumes to operations@pbmetrollc.com for consideration.

PB Metro, LLC is an equal employment employer and will consider all candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status or any other legally protected basis.

Pure Barre Metro

For more information:
Operations
operations@pbmetrollc.com

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