

Wednesday, December 13, 2023

Club Pilates (Brooklyn): Sales Representative - Part Time

Company: Club Pilates Cobble Hill
Compensation: \$18-\$20/hr

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Club Pilates offers group reformer classes in various formats and levels to accommodate everyone seeking to learn Pilates and hone their fitness expertise. Club Pilates is a well-established, nation-wide brand, committed to providing affordable and accessible Pilates to the community.

Club Pilates is currently established in approx. 50 states and 5 countries. Class formats target a wide range of clients' needs – from young to more senior and beginner to advanced. Club Pilates was one of the first studios to create a 500-hour Teacher Training Program designed to thoroughly and safely teach group Pilates apparatus classes. For more information, visit www.clubpilates.com

POSITION:

The purpose of the Sales Representative is to assist the General Manager with new membership sales by bringing new members to the studio and booking them into intro classes. This role also assists with retaining current members.

REQUIREMENTS:

Passion for fitness, health, and wellbeing
Excellent sales, communication, and customer service skills
Goal-oriented with an ability to achieve sales in memberships, retail, private training, and teacher training
Ability to learn and use the internal software system
Fluent in English and have excellent communication skills via in person, phone and email
Proficient computer skills

RESPONSIBILITIES:

Execute sales process of lead generation, follow up, and close
Conduct tours of the facility while establishing a relationship and targeting individual's needs and wants
Maintain acceptable level of personal sales production
Maintain cleanliness of studio
Emphasize and enforce objectives of the club as a fitness and wellness provider
Present available services to current or prospective members
Book quality appointments to achieve monthly sales quota
Participate in special events (health fairs, grand openings, marathons, and community and hospital events) to promote the club
Assumes responsibility for developing selling skills
Other duties as assigned

COMPENSATION & PERKS:

This position offers a very competitive pay based on experience.
Commission paid on sales
Opportunities for growth within the studios including additional sales and management positions
Free Pilates classes and employee discounts

Job Types: Part-time

Salary: \$18.00 - \$20.00 per hour

Compensation package:

Commission pay

Work Location: In person

HOW TO APPLY:

Email in your resume and availability to gmcobblehill@clubpilates.com. Please use the Subject Title: Sales Representative Submission.

Club Pilates Cobble Hill
7186351699
<https://www.clubpilates.com/location/cobblehill>

For more information:
Shannon
cobblehillgm@clubpilates.com

[< back](#)

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