

Monday, May 13, 2019

## AKT: Front Desk/Sales Associate

Company: Talent Hack

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We are currently seeking a high energy, passion filled and sales motivated individual that is fitness minded and has a love for community and our brand. If you are hyper-organized with exceptional interpersonal & follow up skills, and have a passion for fitness and wellness, then we want you to be a part of the growing AKTeam.

Developed by Celebrity Trainer, Anna Kaiser, AKT is a prescription-based dance concept, deeply rooted in movement and positive energy. Fuel by positivity and a belief that movement has a powerful, lasting impact, AKT is for all body types and fitness levels. With this positivity and combination of personal training and movement-based technique, AKT empowers members to become stronger in their bodies, minds, and communities- and they have fun doing it!

### POSITION:

The purpose of the Sales Representative is to assist the Studio Director and Assistant Manager with new membership sales by bringing new members to the studio and booking them into Intro Classes. The Sales Representative also assists with retaining current members. Fitness knowledge or background is preferred but not required.

### RESPONSIBILITIES:

- Sell new memberships, private training and other AKT services
- Assist the Director and Assistant Manager with the sales process of lead generation, follow up, and close
- Book and confirm intro classes
- Manage the front desk to greet and check-in clients and prospects when they enter the studio
- Present available services to current or prospective members
- Book quality appointments to achieve monthly sales quota and follow-up with leads and missed intro classes
- Master and execute all studio procedures for opening, closing and retail operations
- Conduct tours of the facility while establishing a relationship and targeting individual's needs and wants
- Maintain acceptable level of personal sales production
- Firm understanding of all AKT products, services, events and inner workings
- Emphasize and enforce objectives of the club as a fitness and wellness provider
- Participate in special events to promote the club
- Ensure studio is clean and tidy
- Assist Studio with daily tasks, projects and special events
- Other duties as assigned

### COMPENSATION & PERKS:

Free AKT membership  
Commission paid on sales  
Competitive compensation based on experience  
Huge opportunities for growth within the studios, including additional sales and management opportunities

QUALIFICATIONS:

Excellent sales, communication, and customer service skills required  
Goal-oriented with an ability to achieve sales in memberships for one-on-one and group assisted stretch and retail  
Ability to learn and use the Club Ready software system  
Flexible schedule with open availability (early mornings, evenings and weekends)  
Ability to stand or sit for up to 8 hours throughout the workday  
Must be fluent in English and have excellent communication skills via in person, phone and email  
Must be able to work under pressure and meet tight deadlines  
Must have proficient computer skills  
Passion for fitness and the AKT brand

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Talent Hack  
<https://beta.thetalenthack.com/home>

For more information:  
Talent Hack  
[hello@thetalenthack.com](mailto:hello@thetalenthack.com)

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