

Monday, March 28, 2022

Front Desk Sales Associate

Company: DanceBody
 Location: New York, NY
 Compensation: \$18/hour

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DanceBody is looking for committed Front Desk Associates to join our entrepreneurial team and positively impact the growth of our company. Our studio team is the heart of DanceBody and plays a vital role in keeping our customers happy and thriving. These key individuals are responsible for providing clients with the best service experience and assisting DanceBody Trainers by helping with class flow, studio appearance, and overall brand knowledge.

Part Time: (~12-30 hours/week)

Reports to: NYC Studio Manager

KEY RESPONSIBILITIES:

Front Desk Responsibilities

Welcoming clients to the studio with enthusiasm, energy and knowledge of the DanceBody workouts and ethos

Handling client's concerns in a professional and objective manner with the goal of resolution

Support DanceBody Trainers to ensure seamless class transitions

Maintain the studio appearance, keeping in line with brand aesthetic at all times including but not limited to:

Equipment set up

Studio upkeep

Light cleaning

Restocking supplies and inventory reporting

Organizing retail

Capturing creative content during studio classes to be shared with the trainer after class

Oversee the setup of LIVE classes to ensure camera, lights, and livestream are working correctly

Assisting at events or studio challenges, as needed

Sales Responsibilities

Providing knowledge around the services offered, including but not limited to; pricing options, retail products, DanceBody LIVE platform, and general company information to clients, potential clients and on phone inquiries

Assist with client relations (check-in, early/late cancel, memberships, retail purchases, vaccination records, etc.) and ensure each client has a positive and personable experience in our studio

Selling packages, memberships and retail to meet sales goals to help the studio thrive

QUALIFICATIONS

Ability to multitask while staying present for clients

Passion for fitness

Sales Experience

Impeccable verbal and written communication skills

Prior experience in hospitality or wellness industry

Professional and polite phone and email etiquette

Ability to be on time and dependable, as this role may be opening/closing the studio. Having flexibility and the willingness to cover your teammates when they can't work is a MAJOR plus

General social media knowledge

Ability to capture compelling content

Owns and knows how to use an iPhone and shared albums

MindBody experience, preferred

SCHEDULE

Part time, committing to a minimum of 12 hours/week and maximum 30 hours/week

Flexibility to work in a non-traditional schedule, weekends, early mornings/late evenings and/or some holidays

COMPENSATION/BENEFITS

\$18/hour

Sales Commission - Point System

Exciting, mission-driven, collaborative work environment

Training will be provided

Free Workouts at DanceBody

Discount on Retail and DanceBody Equipment

Note: This is a 1099/Independent Contractor position

To Apply:

Send resume and cover letter as well as a link to a social media channel or blog you have managed creatively to tara@dancebody.com

Currently only able to accept applications from fully vaccinated candidates due to the NYS guidelines

DANCEBODY'S CORE PRINCIPLES:

We dance in a C.I.R.C.L.E

COMMUNITY: Welcome home. We keep moving together, no matter what.

INCLUSION: Show up as you are, there are no dividing lines on this dance floor

RESPECT: It starts with ourselves, and radiates outward

CONNECTED: Our combined energy unites us through movement, and beyond

LOVE: We lead with it, work with it, and move with it always

EMPATHY: We have the ability to feel outside of ourselves, and proceed with compassion

DanceBody
New York, NY, 10003
dancebody.com

For more information:
Tara Marshall
tara@dancebody.com

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