The South County YMCA has a great opportunity for a part-time Outside Sales Membership Associate. The preferred candidate selected is responsible for reaching out into the community and selling YMCA memberships to prospective members as well as program registrations. Achieve membership target goals by meeting or exceeding membership targets while supporting a team environment. Promote the Y and sales initiatives, programs, and benefits. It is our mission to change lives and the first step in this is to help potential members make that decision.

HOURS AND SALARY
$12.00 - $15.00 per hour DOE
Part Time: 12-20 hours per week (29 hrs. per week max.) Open availability is preferred.

LOCATION
South County YMCA
560 Walker Drive, Soledad CA 93960
831.678.1239

QUALIFICATIONS
- Minimum of three (3) year of experience in working in a sales environment or related role or an equivalent combination of education and experience.
- HS Diploma or equivalent GED – Some college preferred.
- Knowledge of sales practices and techniques.
- Outgoing, assertive and driven personality is a must.
- Must be able to model the core values; Caring, Respect, Responsibility, and Honesty
- Current First Aid and CPR/AED certifications preferred or required within 90 day of hire date or position acceptance.
- Ability to relate effectively to diverse groups of people from all social and economic segments of the community.
- Excellent interpersonal and problem solving skills.
- Ability to be professional, alert, courteous, and diplomatic.
- Proficiency with Windows based computers.
- Bi-lingual in English and Spanish strongly preferred

RESPONSIBILITIES
- Membership Associate – Outside Sales inspires prospective members to join the South County YMCA (both while in the facility and out in the community) and register for Y programs and events.
- Actively pursue enrollment of new members through self-generated leads and Y programs, promotions and referrals. This includes establishing and maintaining leads; obtain leads from existing members, give facility tours and membership presentations as needed.
- Achieve membership and program sales goals by meeting or exceeding membership targets, set by Executive Director on a regular basis, while supporting at team environment.
- Presents the South County YMCA in a way that brings our cause to life by selling our purpose over facility and focusing on starting the process of turning a casual member to a connected member.
- Effectively communicates with prospective members and creates positive guest experiences with the intention of selling by conducting interviews and/or tours responsive to the needs of prospective members and procures memberships.
- Generates and follows through on all leads through community outreach, data collection, guest pass tracking and any other opportunity.
- Seeks and maintains current knowledge and awareness of programs, events, and marketing campaigns in order to encourage participation in Y programs and events – eventually leading to membership and program registrations.
- Works as a member of a team to implement all membership drives/campaigns and membership product sales in and outside of the facility.

HOW TO APPLY
Job Applications are available at www.centralcoastymca.org or at the South County YMCA or resumes can be emailed to Joe Gonzales, Executive Director, at jgonzales@ymcacentralcoast.org

We are an equal opportunity employer.