

The Fitness Consultant (FC) is responsible for promoting and selling memberships to potential new members and selling renewals / upgrades to current gym members.

Responsibilities

- Maintains accurate records using established Bailey's Gym sales systems
- Follows up on all prospects
- Conducts gym tours
- Conducts telephone inquiries
- Promote secondary sales with every interaction
- Control proper inventory and supplements in club
- Maintains information on club history, background, philosophy, facilities, staff and policies
- Has a thorough knowledge of, adheres to, and enforces Company policies and procedures as they pertain to gym operations
- Assumes responsibility for developing selling skills
- Maintains proper cash control, through accurate and consistent verification
- Assist with daily cleaning responsibilities/maintenance of the club; capabilities must include, but are not limited to: standing, bending, walking and/or lifting arms over head for long periods of time, and the ability to lift and carry 45 pounds

Qualifications

- Excellent sales, communication and customer service skills
- Goal-oriented with an ability to achieve sales of an acceptable number of units per month
- Ability to learn and use the Bailey's Gym membership sales system
- Requires the ability to stand or sit for up to 8 hours throughout the workday
- Hearing sufficient to understand conversations, both in person and on the telephone

- Must be able to work under pressure and meet tight deadlines