

# Job Description

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<b>Job Title:</b> Fitness Counselor	<b>Department:</b> Sales
<b>Reports To:</b> Sales Manager	<b>Status:</b> Exempt

## JOB SUMMARY

The Fitness Counselor will be responsible for actively generating membership sales revenue.

## ESSENTIAL DUTIES AND RESPONSIBILITIES

- Sells memberships and responsible to reach monthly goals set by management
- A comprehensive understanding of sales operations and experienced closing sales skills
- Required to attend Sales trainings
- Assist with corporate membership program
- Follows department and Sales policies and procedures
- Other duties as assigned

## REQUIRED KNOWLEDGE, SKILLS AND ABILITIES

- Must be highly motivated and have excellent communication and interpersonal skills and be a team player
- Demonstrates leadership skills and must be a team player
- Proficient in the Sales process and a working understanding of sales operations
- Knowledge of general fitness equipment and program on premise
- Keep current with changes on the above
- May be asked to attend additional functions or Sales events on or off site
- Proficiency with industry standard word processing, spreadsheet, database, graphics, and presentation applications

## PHYSICAL DEMANDS

- Must be able to verbally demonstrate proper usage of equipment.
- Conduct walking tours of the premises
- Stand for long periods of time
- Must be able to conduct Member/prospect interactions at POS stations
- May require to lift objects up to 25lbs

## REQUIRED EDUCATION, CERTIFICATIONS AND EXPERIENCE

- Must have experience in sales
- Experience in a health club or the hospitality industry is preferred
- College degree preferred
- CPR, First Aid, and AED certifications (must be obtained within 60 days of hire)

*Note: Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.*

Signature: \_\_\_\_\_ Date: \_\_\_\_\_