



JOB TITLE: MEMBERSHIP SALES ADVISOR

YogaWorks is the leading provider of progressive and quality yoga in the United States. For 23 years, YogaWorks has delivered innovative programming that promotes total physical and emotional well-being, catering to students of all levels and ages. We operate 23 studios in 4 regions (Los Angeles, Orange County, Northern California and New York) and we're launching a 24th studio this winter in Tarzana, CA. There's exciting things happening at YogaWorks, come join the team!

Job Overview: The Membership Sales Advisor promotes and sells memberships to new and existing members, while ensuring all practices are consistent with the YogaWorks brand, values and philosophy. This position reports directly to the Studio Manager.

DUTIES & RESPONSIBILITIES:

- Responsible for generating leads, soliciting referrals and meeting a monthly minimum call volume.
- Maintain organized statistics on personal sales, information calls and miscellaneous statistics on marketing and/or Studio information.
- Responsible for conducting tours and rate presentations of Studio.
- Conduct in-Studio interactions which include assisting all new and current students with membership, classes, teachers, schedules and overall yoga etiquette.
- Scheduling one-on-one consultations with new and existing members to help guide their yoga practice, offer encouragement and support and answer any questions.
- Responsible for establishing external relationships within the community to drive membership sales.
- Responsible for completing new member paperwork and entering information into the studio database.
- Assist the studio Greeters as needed which includes signing up new members.

MINIMUM REQUIREMENTS:

- Must have 2 years of sales or related experience.
- Proven track record in exceeding sales and lead generation targets or related experience.
- The ability to maintain strong work habits including excellent attendance and punctuality.
- Positive, warm and welcoming attitude.
- Retail knowledge and experience preferred
- Must be customer service oriented with a high attention to detail.
- The ability to multi-task and function in a fast paced environment.
- Self-starter who is a team player.



YogaWorks is an equal opportunity employer. For more information or to search all of our openings please visit <http://www.yogaworks.com>.