



Pure Barre is the national leader in barre fitness with more than 500+ franchise locations in the United States and Canada. We are currently expanding our team in Pure Barre Overland Park and seeking a qualified Sales Associate that is focused on driving sales and service excellence for our luxury fitness brand on the Seacoast. This is the perfect opportunity to interact with clients on a daily basis to create a supportive and meaningful community!

POSITION: The purpose of the Sales Representative is to assist the General Manager with new membership sales by bringing new members to the studio and activating their introductory offer. The Sales Representative also assists with retaining current members. Boutique fitness knowledge or experience is preferred, but not required. This position is part-time position that requires availability to work a rotating, weekend morning shift.

REQUIREMENTS:

- Excellent sales, communication, and customer service skills required
- Goal-oriented with an ability to achieve sales in memberships, retail, and private training
- Ability to learn and use the ClubReady software system
- Ability to stand or sit for up to 8 hours throughout the workday
- Must be fluent in English and have excellent communication skills via in person, phone and email
- Must be able to work under pressure and meet tight deadlines
- Must have proficient computer skills
- Daily and/or occasional travel may be required
- High school diploma or equivalent required
- Authorization to work in the United States required
- Strong multi-tasking skills

RESPONSIBILITIES:

- Execute sales process of lead generation, follow up, and close
- Conduct tours of the facility while establishing a relationship and targeting individual's needs and wants
- Maintain acceptable level of personal sales production
- Emphasize and enforce objectives of the club as a fitness and wellness provider
- Present available services to current or prospective members
- Book quality appointments to achieve monthly sales quota
- Participate in special events (health fairs, grand openings, marathons, and community and hospital events) to promote the club
- Assumes responsibility for developing selling skills



- Process accurate cash and credit card transactions
- Follow up & follow through activities with prospective clients
- Input inventory for retail clothing and other items
- Attend and complete all relative training programs
- Take pictures for social media platforms
- Light cleaning of the retail area, studio, and restrooms
- Other duties as assigned

COMPENSATION & PERKS:

- \$10 per hour
- Commission paid on sales
 - 5% of all retail sales
 - \$5 for every 4-pack sold
 - \$10 for every 8-pack sold
 - \$15 for every Pure Start sold
 - \$30 for every Lifestyle member sold