



Director of Club Membership

[Club's Sales Representative]

About Us:

The Pickleball Club, headquartered in Sarasota, FL is a developer of premier membership based one of a kind indoor pickleball clubs in the state of Florida. The Company is well underway with its plans to develop 15 facilities across the state of Florida with its strategy to take advantage of the significant unmet demand for quality indoor sports facilities across Florida. Our first state-of-the-art facility is now open and operating in Lakewood Ranch.

TPC is a new exclusive private club experience for pickleball enthusiasts of all levels. TPC prides itself on providing world-class facilities and service to our members and their guests. TPC is a full-service club with 12 indoor pickleball courts, 2 outdoor covered courts, and 2 bocce courts. We offer a suite of member benefits including member concierge services, engaging member events and in-house instructional professionals. Pickleball is the fastest growing sport in the United States and TPC is the leader in the market.

As the Director of Membership your primary responsibility is to drive sales and revenue growth by promoting and selling club memberships and guest programs. You will be the primary point of contact between the company and its member prospects. This role requires strong communication, negotiation, and persuasion skills, as well as a deep understanding of the services offered.

Key Responsibilities:

1. Prospecting and Lead Generation:

1. Identify and reach out to potential members through various channels such as cold calling, networking, associations, business alliances, community organizations, visitor bureaus, and referrals.
2. Research and analyze market trends and competitors to identify new opportunities.

2. Lead follow up:

1. Aggressive follow up on all leads - no matter the source. Leads may be self-generated, through our web sites, digital advertising, local promotions & events, print advertising, our call center and member referrals.

3. Sales Presentations and Demonstrations:

1. Present membership features, benefits, and value propositions to potential members.
2. Promote and conduct club tours and answer any questions or concerns.

4. Negotiation and Closing:

1. Close membership contracts with members to ensure they understand agreements.
2. Close sales and achieve or exceed sales targets within specified timelines.

5. Customer Relationship Management:

1. Build and maintain strong relationships with prospective and existing members.
2. Address prospective member inquiries and concerns promptly and professionally, always providing exceptional service.

6. Sales Reporting and Analysis:

1. Maintain accurate records of sales activities, including sales calls, meetings, and deals closed.

2. Analyze sales data to identify trends, opportunities, and areas for improvement.
7. **Collaboration and Coordination:**
 1. Collaborate with internal teams to ensure a seamless member experience.
 2. Coordinate with the General Manager and the Director of Membership to develop sales strategies and achieve club objectives.
8. **Marketing:**
 1. Provide market research on print and digital advertising, community events and promotions to build community awareness and enhance The Pickleball Club brand.

If you're passionate about building and nurturing a thriving community of club members, and you possess the skills and experience outlined above, we'd love to hear from you. Join us in shaping an exceptional membership experience at our club.

Requirements:

- Proven experience in sales, preferably in a similar industry or role.
- Excellent communication, negotiation, and interpersonal skills.
- Strong customer service orientation with a passion for building relationships.
- Ability to work independently and as part of a team in a fast-paced environment.
- Results-driven with a track record of meeting or exceeding sales targets.
- Proficiency in using CRM software and other sales tools.
- Willing to obtain CPR certification within first 30 days of employment at your cost.
- Ability to pass a background check and a drug screen as we are a Drug Free workplace.
- Bachelor's degree in business administration, Marketing, or a related field (preferred but not mandatory).

Reporting: The Director of Club Membership will report to the General Manager

Benefits:

- Competitive salary with commission or bonus incentives based on performance.
- Health insurance, retirement plans, and other benefits as per company policy.
- Ongoing training and professional development opportunities.
- Opportunities for career advancement and growth within the company.

This job description is intended to convey information essential to understanding the scope of the Sales Representative position and is not exhaustive. Duties and responsibilities may be subject to change based on business needs and organizational requirements.

EEO Statement:

The Pickleball Club is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to age, race, color, ancestry, national origin, citizenship status, military or veteran status, religion, creed, disability, sex, sexual orientation, marital status, medical condition as defined by applicable law, genetic information, gender, gender identity, gender expression, pregnancy, childbirth and related medical conditions, or any other characteristic protected by applicable federal, state, or local laws and ordinances.

To Apply:

<https://recruiting.paylocity.com/recruiting/jobs/All/bb57691a-aef8-4b03-823a-80974db94845/TPC-Lakewood-Ranch-LLC>

