

## Membership Director

Pura Vida Fitness and Spa is a boutique, luxury health club in Denver's Cherry Creek neighborhood. We offer five floors of fitness, wellness and spa amenities as well as over 150 group fitness per week. We are nationally recognized as a leader in delivering high-end fitness and known for our excellence in service. We take great pride in the excellence of our staff.

### Job Duties and Responsibilities

- Manage day-to-day performance of all sales team members while maintaining a personal goal
- Work with the sales consultants to generate ideas for sales contests and motivational initiatives
- Lead and schedule weekly team meetings with sales team
- Track sales team metrics and report data to management on a regular basis
- Coach and develop direct reports
- Implement performance plans according to company procedure
- Embody company culture and maintain high membership engagement
- Collaborate with management and department leaders on cross promotions
- Meet budgeted monthly sales goals through the activities of direct reports and personal sales
- Ensure correct usage of sales software (CSI) and other sales applications
- Manage, motivate and lead a sales team to success
- Ensure adherence to sales process and follow-up

### Qualifications:

- Two years of prior sales management experience
- Customer service excellence
- Strong interpersonal skills
- Exceptional written and verbal communication skills
- Familiarity with data analysis and reporting
- Hardworking, persistent, and dependable
- Positive and enthusiastic

### The Perks

- Couples membership to Pura Vida
- A key spot on the management team
- Insurance and 401K
- PTO
- Excellent compensation

Pura Vida staff are the best in their field. We offer a strong compensation package that includes: base salary, commissions and a monthly bonus plan. Additionally, we offer a benefits package including medical, dental, vision. PTO and 401K with matching are also part of our benefits package. Most importantly, our work environment is exceptional which reflects our commitment to "the good life" We look forward to hearing from you.

**To apply, email your cover letter and resume to [keithm@puravidclub.com](mailto:keithm@puravidclub.com)**