



Sale's Manager Position

Our ideal candidate has a passion for helping people take back control of their health first and foremost. This candidate is someone who is humble, hard-working, great with people, and wants to be a part of a dedicated team of fitness professionals. Knowledge and experience is a plus, but not the determining factor. To learn more about NorthEast CrossFit, and the position we are hiring for, read below.

About The Position:

The primary goal of this position is to develop relationships based upon brand values. The Sales manager would specialize in lead generation, qualifying leads, and converting them. The Sales position will also be responsible for retention of our current client base and work directly with the CEO to hit sales goals.

- **Minimum Requirements:**
 - CrossFit Level 1 Trainer or similar training credential
 - At least 3 years of being in the fitness industry to any degree
 - Team Player - Humble, Welcomes Feedback
 - Understands and is driven by the NECF mission and vision
 - Understands and lives by NECF Core Values
 - Must be ready to hustle, be self-directed, and open to feedback and help
 - Flexible schedule, available on weekends, and early AM preferred

Responsibilities:

- Staying active on our CRM
- Generating New Leads
 - Social media, business to business, cold calls, etc.
- Consulting with prospective clients
- Collaborating with other departments
- Routine client outreach and check-in
- Creating goals, forecasts, and reporting for sales (weekly, monthly, quarterly, and annually)
- Training staff on being able to conduct consultations and sell in their everyday interactions with current clients
- Regular updates to CEO: weekly, monthly, and quarterly
- Keep up with recurring memberships and packages
- Track why people leave
- **Additional Expectations:**
 - Completes NECF on-boarding process
 - Completes Active Life Ethical Sales Course



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- o NECF is a top priority
 - o Adhere to NECF core values inside and outside of the gym (including social media)
 - o Push affiliate towards excellence each day
 - o Be an open source of communication. No gossip
 - o Flexible schedule
 - o Continued education and never-ending pursuit of coaching excellence.
- **Compensation and Benefits:**
 - o Competitive pay
 - o Health coverage and retirement account
 - o All retail and supplements at our wholesale cost
 - o Full access to facility
 - o Access to Active Life Pro Path education
 - o Continued career mentorship

NorthEast CrossFit Core Values

1. Integrity

We believe in always doing the right thing over anything.

2. Culture

We believe in building a community for people in pursuit of being their highest self and supporting one another.

3. Loyalty

We believe in commitment and trust in each other

4. Growth

We believe in constantly improving oneself

5. Compassion

We believe in showing empathy and genuine kindness for all



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About NECF and what we are looking for...

NECF opened its doors in March of 2012 as a small hole in the wall. Our goal was to be the largest CrossFit affiliate in our area and make working out the best part of everyone's day. After achieving this goal, we have our sights set on something more impactful. We take on a more individualized approach to health and fitness to help people live longer, happier, and healthier lives.

We are driven by the success of our clients. The stories of getting off of blood pressure medication, fears, and of course, PRs, is one of the most rewarding feelings for us. The journey has not been all roses and butterflies. We've been battle tested through closures, departures, and we still remain stronger than ever. We believe that everything that has led us here is a learning and growing opportunity for us and we want team members who want to grow with us.

We've established a solid foundation of career-only coaches and we are looking for someone who also wants a dream career out of helping individuals live higher quality lives. We've been one of the rare places to successfully do this and want to continue growing with someone who aligns with our vision and values.

TO APPLY FOR THIS POSITION: <https://forms.gle/FAEBFpQc8fPMcQsx5>