

# Membership Sales Executive

Freedom Boat Club of West Michigan – Whitehall / Grand Haven, MI

## **Job Description:**

Do you Love Sales, Love Closing Deals, Water, Boating, Entertaining and being rewarded for hard work?

Do you believe in a high touch customer service model that strives to provide an exceptional "family and friends" experience?

Does working on and around boats and being a part of a fascinating company that serves its members while selling fun sound like a fit?

Does the idea of selling fun & sun excite you? Keep reading and tell us why!

With 150+ locations nationwide and over 1700 boats in our fleet, Freedom Boat Club is the largest membership based club in the country. This is an incredible opportunity to grow with our expansion in West Michigan.

We have a wonderful work hard/play hard mentality and looking for a young professional for our team to grow with us and have a blast while doing it!

In addition to our St. Joe and Whitehall locations, we are rapidly growing with launches in Grand Haven & Holland in 2018.

The territory for this position will require covering all of West Michigan including Grand Rapids to the Lake Shore.

[www.yourboatwaiting.com](http://www.yourboatwaiting.com) / [www.freedomboatclub.com](http://www.freedomboatclub.com)

## **EXPECTATIONS & CAREER DESCRIPTION:**

- A successful Membership Executive possesses the ability to thoroughly explain the Freedom Boat Club experience and ultimately convert the prospect into a member.
- Our Membership Director must be able to “close” the deal
- As a service oriented business that emphasizes a hassle free membership experience, FBC sales professionals must be available up to 7 days a week and after hours
- They must be available when the prospective member is available year round
- An entrepreneurial spirit is paramount
- The most successful Membership Executives are not afraid of hard work, many of whom have excelled in territory sales, thrive in a competitive-results based environment, share a passion for boating and want to be a part of a team that is streamlined for growth
- A background in the service, sales, pharma, time-share, closing industry or non-tangible product sales is extremely beneficial
- In order to truly appreciate the Freedom Boat Club experience the qualified
- Membership Executives will have some boating experience. Former boat owners are preferred
- A prospect must be able to operate boats, or possess the will to learn
- The position may require physical labor, hauling, lifting, transporting and launching of boats

- All applicants must be computer literate with experience using Microsoft Office/IOS (Apple) and some type of a Customer Relationship Management (CRM) program. Verifiable experience with a CRM system is required
- Technology is available to ensure “no prospect is left behind”
- Relentless customer follow-up skills are a must. This will be handled over the phone and via email, so exceptional oral and written communication skills are required
- Until a prospect asks to be removed from our database, they are a solid prospect and should be treated as such.
- In addition to the company generated leads provided, Membership Executives are responsible for proactive lead generation
- You will be required to participate in boat shows, trade show, open houses, member socials and many additional off-site events
- Networking and Guerilla Marketing experience is a must
- Continuous interaction with current membership dockside is required
- Valid Drivers License is required
- As an evolving industry, Membership Executives must be extremely flexible to internal and external changes. We invented this concept.

**COMPENSATION :**

Base salary plus commission

Quarterly and Annual Bonus based on production

The commission potential is unlimited.

**BENEFITS:**

**Company sponsored health/dental/vision insurance:** FBC covers 50% of the individual employees plan

Company Training Provided Annual Sales Meetings in Florida 401K/Employee SEP-IRA Benefits

Company Match on retirement funds Access to Freedom Boat Club Boats

Please send Cover Letter/Resume to: [cdykman@freedomboatclub.com](mailto:cdykman@freedomboatclub.com)