

# Membership Sales Manager

Naples Bay Club has an excellent career opportunity for a highly motivated & experienced Membership Sales Manager.

## Job Summary

Our Membership Sales Manager is responsible for inside and outside membership sales, service follow ups, renewals, upgrades, promotional events and all member relations.

## Duties & Responsibilities

- Serve as a sales and customer service contact for prospective members, including welcoming guests, facility tours, membership sales and lead conversion
- Achievement of monthly membership goals
- Monitor, analyze and report on member acquisition, attrition and other key metrics
- Prospecting of new members, local area networking and managing member events
- Maintain market competitive analysis report on surrounding area facilities and pricing
- Perform member cancellation, retention, and assistance services
- Assist with external marketing and promotions

The ideal candidate will preferably possess:

- 2+ years' experience as Club Membership Sales Manager.
  - Excellent communication & time management skills.
  - Must be able to work flexible hours.
  - Candidate must be a self- starter and be able to work independently and work well with others.
- Additional duties as needed

Please email your resume to: [ihernandez@naplesbayresort.com](mailto:ihernandez@naplesbayresort.com)  
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