

AGAWAM HUNT

1897

About the Club

Founded in 1897, Agawam Hunt has a long history as a family friendly, year-round sporting and social club. Located just minutes from downtown Providence, Agawam boasts some of the finest recreational facilities in New England, including grass, clay and indoor tennis courts, squash courts, an historic Donald Ross designed golf course, a heated outdoor pool, and an outstanding dining and event program.

Position Description

Agawam Hunt is looking for a professional, motivated, and enthusiastic sales person to help the Club with the significant amount of interest in social and sporting events and membership. The ideal candidate is someone interested in sporting, health, and/or wellness with a natural ability to communicate our special Club's unique offerings. This salesperson will be responsible for both event and membership sales and respective forecasting, with guidance from the Club's Assistant General Manager and the Club's Board.

For Event Sales: The salesperson will be responsible for identifying and communicating with prospective customers, introducing customers to the Club, determining prospective customer event scope by working with the Club's department heads, negotiating pricing, finalizing sales documents and contracts, and ensuring a smooth handoff to the respective operational lead for execution on the day of the event.

For Membership Sales: The salesperson will be responsible for the initial point of contact with prospective members, determining - with the help of the Membership Team - appropriate member prospects, coordinating a day or experience at the Club, providing any follow-up information necessary, and working with the administrative team to get the appropriate referrals and documentation in place for a successful transition to membership.

Candidates must be detail-oriented, able to multi-task and have excellent interpersonal skills to work with our prospective member candidates and event clients. At times, candidates must be able to work non-standard hours, including weekends.

Position Duties & Responsibilities:

- Works closely with AGM and the Board to determine appropriate sales strategies and their implementation.
- As the sales lead, this position will be responsible for accurately forecasting, creating and implementing sales strategies designed to attract new interest in and to the Club.
- Responsible for all aspects of event and membership sales engagement from first point of contact through contract signing.
- Must be comfortable driving deadlines to ensure timely communication to prospective clients and members.
- This person will also be responsible, with the help of the AGM and the Board, for evaluating, budgeting for, and determining appropriate Club participation in sales-related marketing efforts.
- As needed, the ideal candidate will identify and assist with the development and production of Club promotional materials.
- Monitors day-to-day activities of direct reports.
- Must be comfortable as a representative of the Club and able to uphold the Club's standards of professionalism.

Requirements

The ideal candidate for this position must have:

- Previous proven experience in sales and/or marketing.
- The ability to communicate with, present to, and influence the needs of the varied audiences interested in events and/or membership at Agawam Hunt.
- The ability to drive a sales process from the planning stages to contractual close.
- Strong prioritizing, time management, communication, and organizational skills.
- Excellent relationship management skills and the ability to build productive business relationships.
- A positive attitude and the ability to work well with a team.
- A growth mindset and be open to performance feedback.
- Exemplary problem identification and solving skills.
- Excellent verbal and written communication skills.

- A high degree of technical proficiency and comfort using Excel, Word, PowerPoint, and cloud-based business services.
- BA/BS degree or equivalent.

Compensation and Benefits

- A base salary and bonus structure commensurate with qualifications and experience.
- An annual stipend for professional development and education.
- Health, dental, and life insurance.
- Vacation
- A unique and happy work environment.
- The opportunity to be a part of an exceptional team.

Date Posted

February 22, 2021

Position Title

Sales Manager

Position Classification

Full Time Exempt

Date Position Available

Immediately

Qualified professionals are encouraged to email a cover letter and resume by March 15th to:

Joshua Helm

AGM/Controller

Agawam Hunt

jhelm@agawamhunt.org