



## FRONT DESK SALES ASSOCIATE JOB DESCRIPTION

This is an exciting opportunity to get in on the ground floor of the world's first drop-in meditation studio, and be a part of the Unplug mission to spread meditation to as many people as possible. The Unplug studio features some of the best meditation teachers in the country with simple, modern, and inspirational classes that are accessible to everyone from the busy skeptic to the modern soul-seeker. The company is poised for growth and we are looking for team members who are exceptionally skilled at sales, have passion for health and wellness, a positive and proactive spirit, and the desire to grow a successful business that changes people's lives.

### **JOB OVERVIEW:**

The Sales Associate is responsible for representing Unplug as its brand ambassador and for proactively working to generate revenue for the business via memberships, class packages, retail, and other services. The Sales Associate works to build lasting relationships with prospective and current members, ensures that clients are maximizing their experience at the studio, and assists with studio operations and maintenance.

### **RESPONSIBILITIES:**

- Consistently offer the highest level of personalized service to Unplug students while maintaining a positive, enthusiastic and helpful attitude
- Meet and exceed membership and revenue goals
- Conduct tours and present membership and package offerings
- Effectively follow up with all new students who visit Unplug to inform them of promotions and to ensure maximum membership conversions
- Assist with implementing sales and marketing initiatives for the studio
- Actively promote and sell Unplug programs, promotions, and retail products
- Develop an expert level understanding of all classes, programs/events, and promotions
- Gain understanding and familiarity of the different types of meditation taught at Unplug and the teaching styles of different teachers
- Represent Unplug Meditation in a positive and professional manner at all times, and demonstrate the values presented in Unplug's philosophy
- Assist studio management with studio operations (cleaning, maintenance, retail organization, etc.)

### **REQUIREMENTS:**

- 1-3 years Sales experience required
- 1-3 years Custom Service experience required
- Punctual, reliable and dependable
- Interested in health & wellness, and the benefits that can be derived from a regular meditation practice

**EMPLOYMENT TYPE:** Part-time

**COMPENSATION:** Hourly + sales bonus opportunities