

## **Membership Sales Director**

At [Invited Clubs](#), work feels like play, as you build relationships with your team and meet Members from all different backgrounds. Every time you step foot in your Club, you can create magic moments and enrich lives. We are passionate about bringing people together and bringing out the very best in life. So, join us and be a part of a fun, fast-paced, high-impact group of talented people, where you belong.

### **Job Summary:**

We are looking for a sales enthusiast who is engaging, proactive, and thrives on the sales pursuit. The Membership Sales Director is the face of the club and is responsible for sourcing and enrolling new Members into all categories of membership. The Director will heavily focus on implementing and executing various outbound sales strategies/techniques.

### **Day To Day:**

- Responsible for recruiting and enrolling new Members into the Club
- Accountable for achieving the Club's Membership sales plan, goals, and objectives
- Create and execute quarterly game plans which is the definitive sales and marketing plan to achieve departmental revenue goals
- Develop and maintain the prospect database by following the CRM system functionality standards to stay organized, generate reports, etc.
- Ensures the enrollment process is complete and records Membership profile information

- Represent the Club in city and community activities and organizations to provide awareness of the Club and to develop sources for prospective Club Members
- Collaborate with the VP of Membership and Marketing Department to develop programs and social media campaigns to create brand awareness and recognition, and generate quality leads through strategy and pricing
- Partner with the Event Sales Department to promote additional prospective members and private event business opportunities

**About You:**

- Heavy outbound sales experience with a proven track record of sales performance (preferably 3 - 4 years of experience)
- Experience in developing lists of potential clients through various methods of prospecting, lead generation, networking, etc.
- Strong technical literacy, including Microsoft Office Suite and CRM experience. Salesforce experience is a plus
- High-energy and outgoing personality
- Outstanding written and interpersonal communication skills required
- Ability to foster relationships with Members, Employees, and other community leaders
- Creativity, attention to detail, and strong organizational skills

- Applicants must possess a passion for providing high-quality Member service and a commitment to exceeding expectations
- Undergraduate degree preferred

**About us:**

Since 1988, Stonebridge Ranch Country Club has been a home for the McKinney community to gather, connect, grow and enjoy some of life's most cherished moments. What started as The Flying M Ranch developed into one of North Texas' premier golf and country club communities. With two championship courses by renowned course architects Pete Dye and Arthur Hills featuring 45 holes of golf, two distinctive clubhouses, and the title of "Best Country Club/Value-Priced Category" from Avid Golfer magazine, Stonebridge Ranch truly sets the standard for private club life. Members enjoy a premier McKinney country club and golf course experience, with two courses, two restaurants, a state-of-the-art fitness center, a first-rate tennis center, two pools, and social events all year long. A lifestyle club that provides a wide array of amenities, benefits, and perks to the members, guests, employees, and clients at the Club.

We are Invited, a dynamic lifestyle company that brings people together through extraordinary experiences, impeccable service, and opportunities to build meaningful relationships. As the largest owner and operator of private clubs, we take pride in creating vibrant communities where everyone is welcome and every day is a celebration at more than 200 golf and country clubs, city clubs, and stadium clubs in 30 states, the District of Columbia, and two foreign countries. We offer competitive compensation (base + commission) and comprehensive

benefits to our team members including medical, dental, and vision, paid time off, individual investment options (401k), fun family culture, and professional and career development/advancement within the company portfolio. We are a Members' haven and a home away from home for our Employees to follow their passion for Golf, Tennis, Fitness, Food & Beverage, Private Events, Sales, and more.