



Want to love what you do in an environment that values learning and growth alongside other high performing individuals? If you answered yes, IMG Academy is hiring.

Our unique campus is dedicated to developing the next generation of leaders, champions and influencers. We believe that each day is an opportunity to achieve dreams and inspire greatness. As part of the IMG Family, we prepare our student-athletes to succeed, taking on life with confidence and preparedness. Through our integration of elite academics, athletics and character development, our student-athletes are prepared to rise up to their full potential – whether that's on the field, in the classroom or in life.

We are seeking curious, caring individuals who align with our core values:

- **Passionate Soul:** Love what you do
- **Open Mind:** Never stop learning and growing
- **Champions Spirit:** Strive for greatness
- **Helpful Heart:** Lift up those around you
- **Absolute Integrity:** Always do the right thing

**Job Title:** Student Athlete Advisor, Basketball

**FLSA Status:** Exempt

**Department:** Athletics

**EEO Category:** Sales Worker (5)

**Position Responsibilities**

- Develop and execute sales and marketing plans designed to grow Academy business for the sport
- Prospect potential families through daily phone calls, email, or other outreach strategies
- Working closely with the sport director to create effective strategies for increasing enrollment
- Assisting in the day-to-day business related activities of the sport department as needed
- Identifying new opportunities for business development designed to increase Academy Program enrollment
- Hosting prospective families while on campus to learn about our Academy program
- Providing support and covering for other advisors including tours with prospective families, teams, groups and at times language translations
- Maintaining a thorough knowledge of IMG Academy's campus, including the IMG School, to maximize effectiveness of tours to prospective families
- Supporting and maintaining a high level of understanding of the four year model for the Academy program student-athlete
- Responsible for the lifecycle of the enrollment process for Academy Program enrollments
- Demonstrating technical selling skills and product knowledge in all areas of the sport program
- Maintaining an accurate pipeline of prospective business and enrolled business
- Effectively managing the sport's Academy Program scholarship opportunities
- Properly and effectively using the necessary CRM software
- Determining customer needs and expectations while making expert recommendations to maximize the customer's experience
- Educating customers about terminology, features and benefits of sport programs
- Managing time effectively, meeting personal and company goals and working effectively with other members of the advisor team
- Attending regular Student-Athlete Advisor team meetings and supporting peers, as needed
- Maintaining close relationship with related departments on campus to ensure proper client transition from sale to participation

IMGA Athletics: Basketball Student Athlete Advisor (2013)



- Adhering to all company policies, procedures and business ethic codes
- Other duties as assigned

**Knowledge, Skills and Ability**

- Bachelor's degree in an applicable field
- Experience with MS Office
- 3 years of sales experience
- Track record of sales revenue
- Experience cold calling, following up on leads and generating pipelines
- Desire to work collaboratively with colleagues
- Excellent written and verbal communication skills
- Experience playing or coaching basketball at the collegiate, club or professional level

**Preferred Skills**

- Masters in an applicable field
- Bilingual

**Physical Demands and Work Environment**

- Ability to lift, move, push and pull equipment or boxes in excess of 40 pounds
- Should be able to handle outdoor temperatures for a reasonable period of time
- Must be able to move around campus which includes gym, turf, fields, etc.
- Ability to work flexible hours to include nights, weekends and holidays is required

**Background Requirements**

- Requires a background check upon offer
- Requires a drug check upon offer

**EEO Statement:** IMG Academy is an equal opportunity employer committed to a diverse and inclusive work environment.