



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

### **Responsibilities**

**Job Title:** Sales Coordinator, Camp

**FLSA Status:** Non-Exempt

**Department:** Outreach (Sales)

### **Position Responsibilities**

- Prospect potential camp customers through daily phone calls, email or other outreach strategies (typically 50 phone calls per day)
- Work closely with the Outreach Manager to create effective strategies for increasing camp enrollment
- Demonstrate technical selling skills and product knowledge in all areas of camp program
- Responsible for lifecycle of the enrollment process for the Camp Program and serving as the point of contact for the customer for duration of process
- Maintain an accurate pipeline of prospective business and enrolled business
- Properly and effectively use the necessary CRM software to track pipeline, sales, scheduled follow-ups and record of pertinent notes for each customer
- Educate customers about terminology, features and benefits of camp programs
- Identify new opportunities for business development designed to increase camp program enrollment
- Host prospective customers while on campus to learn about our Camp programs
- Provide support and cover for other advisors including tours with prospective families, teams, groups and at times language translations
- Maintain a thorough knowledge of IMG Academy campus
- Determine customer needs and expectations while making expert recommendations to maximize the customer’s experience
- Manage time effectively, meeting personal and company goals and working effectively with other members of the advisor team
- Attend regular Sport Advisor team meetings and supporting peers, as needed
- Maintain close relationship with related departments on campus to ensure proper client transition from sale to participation
- Adhere to all company policies, procedures and business ethic codes
- Other duties as assigned

### **Qualifications**

#### **Knowledge, Skills and Ability**



- Marketing, Sports Marketing, Sports Management or related business majors preferred
- 1-2 years of sales experience
- General knowledge of sports
- Demonstrated track record of sales revenue
- Experience with high-volume cold calling, following up on leads and generating pipelines
- Experience with MS Office
- Desire to work collaboratively with colleagues
- Excellent written and verbal communication skills
- Attention to detail

**Preferred Skills**

- Bilingual
- Master's degree in Sports Management, Business or related field.

**Physical Demands and Work Environment**

- Ability to work flexible hours to include nights, weekends and holidays is required
- Ability to lift, move, push and pull equipment or boxes in excess of 40lbs.
- 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.

**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.