

# United Arab Emirates Jobs Expertini®

## Gym Sales Champion

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Company: GymNation

Location: Dubai

Category: healthcare-practitioners-and-technical

GymNation is dynamic and rapidly expanding fitness chain committed to empowering our community through health and fitness. Our mission is to play a lead role as the Region's Movement Partner by inspiring individuals to achieve their fitness goals and providing an inclusive, supportive, and motivating environment. As we continue to grow, we're looking for a number of passionate and energetic Gym Sales Champions to join our team. If you're enthusiastic about fitness and love connecting with people, this is the perfect opportunity for you!

### **Job Summary:**

The Gym Sales Champion is a vital part of our team, dedicated to promoting our gym memberships and services through high-volume telesales activities. This role requires a proactive approach, excellent communication skills, and a relentless drive to exceed sales targets. As a Gym Sales Champion, you will be the first point of contact for potential members, playing a key role in expanding our vibrant community. This position will be based within our head office in our Motor City location.

### **Key Responsibilities:**

Conduct high-volume outbound calls to potential clients to introduce our gym facilities, membership plans, and special promotions.

Utilize persuasive sales techniques to convert inquiries into memberships, achieving and exceeding monthly sales targets.

Provide exceptional customer service, answering questions, and addressing concerns

with professionalism and enthusiasm.

Maintain accurate records of all interactions, transactions, and feedback using our CRM system, ensuring data integrity and actionable insights.

Collaborate with the marketing and wider sales teams to stay informed about current promotions, new services, and special events to effectively communicate offerings to prospects.

Participate in regular training and development sessions to enhance sales techniques and product knowledge.

Foster a positive and inclusive culture that reflects our brand's values and mission.

### **Requirements:**

Proven experience in high volume telesales, customer service, or a similar high-volume call environment.

Strong sales acumen with a track record of meeting or exceeding targets.

Exceptional communication and interpersonal skills, with the ability to engage and motivate others.

High level of resilience and the ability to handle rejection positively.

Familiarity with CRM systems and proficient in managing and analyzing customer data.

Passion for fitness and wellness, with an understanding of the industry trends and offerings.

Flexible to work in shifts, accommodating potential members' schedules.

### **Why GymNation:**

Certified as a Great Place to Work™ in 2023, from the results of an all GymNation staff survey.

You will get the creative freedom and space to put your ideas into practice.

We offer an unmatched platform for Learning and Development - Courses, seminars, workshops... however you want to grow, we will provide you with the opportunities to

learn and expand your skillset.

Opportunity to be part of The Middle East's fastest growing fitness company - We are changing the game, and we want you to jump onboard!

We work hard... and play hard! Not many offices have a pool table, dart board, and a playstation 5 in them.. GymNation does! From unmatched team parties, to office workouts, there aren't many companies that do it like GymNation.

If this sounds like a perfect role for you, or someone you know, then what are you waiting for!

Please apply and our HR team will be in touch with shortlisted candidates.

We look forward to hearing from you

Thanks!

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