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# Example of Membership Sales Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of membership sales. To join our growing team, please review the list of responsibilities and qualifications.

## Responsibilities for membership sales

* Helping to create a plan for renewals that includes member engagement but mostly focuses on ensuring the sales team is equipped to renew their account base easily
* Creating and maintaining a community platform (in conjunction with IT) so our members can communicate with each other in a secure environment and get value from their membership all year long
* Working directly with the managers of executive and industry to drive product insight and improvement, enabling them to execute against their strategies
* Building and managing a team of 5
* 20% focus on secondary goal of selling group tickets through referrals of established relationships
* Provide weekly activity summaries as outlined by the Manager of Membership Sales
* Meet or exceed weekly, monthly and annual individual performance goals
* Set and complete out of office sales appointments, conduct in-arena appointments to close new business
* Making outbound sales calls each day with the goal of generating new ticket revenue
* Maintaining records of all sales prospecting and customer conversations with our CRM system

## Qualifications for membership sales

* TRAINING - STAR certified preferred
* Able to work a flexible work schedule with weekends, evenings and some holidays
* Ability to work remotely 60% of the time
* Strong organizational skills and discipline to work independently
* 7-10 years experience in B to B sales enablement marketing
* Ability to set sales and renewal strategy