



JCC MEMBERSHIP SALES ASSOCIATE

Do you love working with people? Are you a passionate connector? Do you want to contribute to the JCC mission and build Jewish community? Do you want to be part of the exciting pre-sales and opening launch of the expanded home of the Prosserman JCC in the state-of-the-art Sheff Family Building? Do you want to come to work every day and make a positive difference? We have a tremendous opportunity for you to join the JCC team and build your career with us at the Prosserman JCC (PJCC) and Schwartz/Reisman Centre (SRC).

The JCC's Vision & Purpose:

At the JCC, we believe in inspiring people to live the Jewish lives they want to live. Our dynamic team is guided by our mission: to build and sustain a caring and vibrant community hub, welcoming to all, based on a solid foundation of Jewish values and with a strong connection to Israel.

What We Do:

From daycare to seniors' programs, fitness to recreation, Jewish learning to holiday celebrations, and everything in between, the J provides life-changing programs infused with Jewish values that inspire and enrich our members and provide a best-in-class experience.

The Right *Membership Sales Associate*:

At your core, you're a superb **community connector** with a passion for **sales and service**. You have a strong drive for **results** and a demonstrated positive track record in build relationships, closing sales and providing exceptional customer service. You are a highly motivated, organized, self-starter and collaborative team player able to work a flexible schedule, including evenings and weekends. Experience in **pre-sales** an asset. **Jewish culture, traditions, and a connection to Israel** are part of your DNA and evident in your passionate and friendly interactions. Hebrew/Russian fluency is an asset. Some of the key responsibilities of this position include:

- Meeting all sales performance metrics (KPI's).
- Participating in lead generation activities and community outreach events.
- Selling all J programs, above and beyond fitness.
- Participating and contributing to a high energy, J-thinking culture.
- Ensuring J branding through consistency and continuity in all actions.
- Nurturing member relationships, promoting programs and participating in special events.
- Providing exceptional customer service and follow up.

Change Lives, Work, & Grow with Us:

Work with some of the most passionate, driven, and effective community builders in the world. Not only will you help improve the quality of life for our community members, you'll also make Toronto history in promoting the opening of the expanded home of the Prosserman JCC (launch mid-April 2020). Be part of an environment which will challenge you and empower you to keep learning, and respect and value you as an individual. What else can you expect?

- Swim, workout, and enjoy our programs with a free Family Membership at the J
- Jewish holiday community celebrations & paid time off to enjoy the Jewish high holidays with your family



Prosserman JCC

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Schwartz/Reisman
Centre

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- Comprehensive wellness benefits
- Commitment to your training and career growth
- Of course, all of this also comes with a market competitive salary (base plus commission)

How to Apply:

We welcome all applicants. Accommodations during all phases of the hire process will be made wherever possible. If you are interested in and well qualified for this exciting opportunity please submit your resume in confidence via e-mail no later than February 22, 2020 to Andrew Wolfish Director of Membership awolfish@prossermanjcc.com. **We will conduct rolling interviews.**

We appreciate your application, however we will only be contacting the candidates we wish to interview.



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Charitable Registration Number: 857936025RR0001



UJA FEDERATION
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