

Wellness Service Coordinator

Appointments: ~15 per week

Pay: \$17/hr=\$170/week=\$680/month=\$8,160/year

Benefits: None

Perks: Free wellness services

BikramYogaWorks is a growing business seeking experienced, motivated Wellness Service Coordinator committed to our vision and brand of wellness. Someone eager to build enthusiasm for the studio, the studio culture and its services. This position will strategically promote and sell/upsell BikramYogaWorks memberships and wellness services, with a focus on engaging new members and retaining existing practitioners. The position will work closely with staff to market, sell, and develop activities/events that meet client needs and builds our community.

Major Responsibilities

1. Manage Cryotherapy and PEMF appointments and equipment
2. Analyze client usage data and membership data to identify trends that influence wellness services usage
3. Identify and promote up-sell opportunities, especially from new member "introductory" deals.
 - a. Meet weekly, month, and quarterly sales quotas
4. Interact with clients at studios during peak times.
5. Make personal contact (phone call, face to face) with new clients during their introductory period.
6. Create and execute a monthly marketing plan with specific goals to:
 - a. Acquire new clients
 - b. Retain existing clients
 - c. Increase client referrals
7. Schedule and attend community events to promote wellness services.
8. Support community engagement through our online and social media platforms. This will include creating content, taking images of the studio, gathering client testimonials and posting real-time information to support our community engagement strategy. The focus is to highlight client successes by participating in the wellness services we offer.

Skills

1. Professionals who can quickly absorb and retain product knowledge
2. Ability to work in fast pace environment
3. Flexibility
4. Willing to take on new challenges
5. Working knowledge of wellness field
6. Ability to troubleshoot issues with customers
7. Ability to prepare sales reports
8. Ability to assist other team members with transactions when necessary

Requirements

1. Bachelor's Degree preferred
2. 2+ years direct or inside sales experience
3. Retail experience a plus
4. Attend classes at studio

Special Notations

1. This is a paid position (base pay plus commission) with a specific number of working hours.
2. Location: BYW-Boston with potential travel to other locations.
3. On the job training
4. This position meets weekly with Owner/Director to discuss new opportunities, review data, and plan further marketing outreach and engagement.

This job description in no way states or implies that these are the only duties to be performed by the employee occupying this position. Employees may be required to follow other job-related instructions and to perform other job-related duties as requested. Certain job functions described herein may be subject to possible modification.