

# Seeking a Full-Time Sales Ninja

Ridiculous Humans. Serious Fitness.



October 2021

## About This Opportunity

With your sales experience and passion, we will continue the fitness revolution to build a world of ridiculous humans who are serious about fitness. This position reports to the Sales Director. The ideal start time is ASAP.

You will be encouraged to express your unique spirit and abilities every day, infusing your work with your own personal style alongside our zany community of unicorns, hotties, and misfits. If this sounds like your greatest nightmare, then we're probably not the place for you. If you can't wait to cover yourself in glitter, then keep reading...

## Our Ideal Candidate

This role will work with the Sales Director to find the right membership solution for Future Ninjas. This is NOT a high pressure sales role, and we pride ourselves on doing the right thing for humans that want our help; high integrity is a must, and sales mercenaries who would eff up our brand need not apply. However, the role DOES require lots of tenacity in following up with those who reach out to work with MFF but need help taking the next step.

Ideal candidates have at least some experience in face-to-face selling, ideally in the fitness industry. A willingness to work in a goal-oriented, commission-based sales position is essential for this role. Although experience is preferred, we're open to training the right candidate who's committed to becoming world class. The requirements listed below represent the knowledge, skill, and ability required to succeed in this position.

NOTE: This is a full time role and our expectation is you are looking for a career in sales and at Mark Fisher Fitness. Those looking for a flexible day job while pursuing another career: we love you and this won't be a fit for you.

## About Us

Mark Fisher Fitness (MFF) is a thriving boutique fitness studio located in the Hell's Kitchen neighborhood of New York City. Now in our tenth year of business, MFF has over 800 active members between a physical Clubhouse location in Manhattan and a virtual Clubhouse on a computer screen near you.

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With a reputation as the fitness home of choice for the Broadway community, MFF has been featured in Forbes, the NY Times, the NY Post, the Wall St. Journal, NY1, and more. MFF has made waves in the fitness industry for our unprecedented growth, industry-leading results, and unique take on fitness.

Living the mantra of “ridiculous humans, serious fitness,” MFF provides progressive training and nutrition protocols in a delivery system of subversive humor, fantastical imagery, and outrageous antics. We also inexplicably talk about unicorns, call our clients Ninjas, and treat fun, community, and personal growth as core values. To learn more, visit [markfisherfitness.com/media](https://markfisherfitness.com/media).

## Our Mission

We are on a mission to unlock and amplify each human’s inherent power to live their best life. Embracing community and ridiculousness is at the core of our approach and informs everything that we do.

## Essential Roles and Responsibilities

You will work with the Sales Director and coordinate all sales activities for our in-person Hell’s Kitchen location and our totally online “virtual location.” Key responsibilities include calling new leads, conducting Strategy Sessions (aka sales consultations), setting up new members with the right membership for their goals, reengaging past members, and building partnerships with other local businesses.

As the full-time Sales Ninja, you will be responsible for:

- Building a culture of fun, compassion, and supportiveness.
- Lead follow-up and strategy session facilitation (both in-person and over Zoom).
- Conducting tours of bilevel Ninja Clubhouse while establishing a relationship.
- Creating and maintaining a high quality, high touch, and consistent Ninja experience.
- Tracking and reporting on daily, monthly and annual sales activities.
- Supporting the Membership and NSR Teams when needed.
- 30-60 minutes of daily formal education (reading, roleplays, video courses, etc.)
- Adhering to all policies and applicable laws related to safety, legal and ethical requirements.

## Skills Required

- Excellent customer service
- A genuine passion for sales and helping people
- Impeccable verbal and written communication skills in English
- Detail-oriented, conscientious, and incredibly dependable
- Must work well in a team environment (plays well with others)
- Creativity and ridiculousness

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## Values Alignment — You Must Believe That

- People come before profit.
- You can get 1% better every day.
- Learning is a lifelong pursuit. - *Must be a personal and professional development junkie!*

## Software Skills Preferred

- TextMagic
- Keap/Infusionsoft
- Mindbody Online
- Google Drive (Docs, Sheets, etc.)
- Formstack

## Commission-Based Compensation

This role is an exempt position that earns a modest base-salary (commensurate with experience) with a progressive commission structure that includes per-sale-commissions. Full salary potential is in the upper \$60,000 range. Benefits include 401k, education stipends, paid days off, free membership, free spousal membership, and health insurance contribution. Due to the nature of the fitness industry, this role will require some weekend and evening availability.

### WHAT NEXT?

Does this all sound like a fit? Then we want YOU! F\*ck cover letters. If you think you've got what it takes, send us a 60 second video, along with your resume formatted as a PDF, explaining your relevant skills and why you want to work at Mark Fisher Fitness.

**Email your video and resume to [funstuff@markfisherfitness.com](mailto:funstuff@markfisherfitness.com) with the subject line "I love sales!"**

*At MFF, we don't just accept difference — we celebrate it, we support it, and we thrive on it for the benefit of our employees and our community. MFF is proud to be an equal opportunity workplace that prohibits discrimination and harrassment of any kind.*

*Employment with MFF is at-will according to NYS law.*