

ADAPT

Hello Applicants!

ADAPT is a 60k sqft sports facility and fitness club in North Miami that offers a multitude of services to enhance your well-being. We believe in "Quality Over Everything" and aim to provide this in every aspect we offer. ADAPT offers a variety of training programs for both youth and adults, recovery services, and sports programs. There is something for everyone here at ADAPT. We are looking for a new team member that can step in and take on this amazing growth opportunity.

We are looking for someone who:

- Has a customer centered mindset
- Is comfortable communicating over the phone and via email in English and Spanish (Spanish is strongly preferred but not a requirement)
- Is organized and enjoys helping others
- Is a true team player - we are a close knit team that depends on each other for success!

We are looking for candidates who can showcase the above skills through their work experience and resume. All we are looking for is somebody willing to learn our processes and grow with the company as we expand. The right person should find the position challenging, but also rewarding.

Benefits:

- Monthly fitness/wellness stipend
- Quarterly team building and community events
- Facility membership for yourself
- Promotion opportunities - we want our employees to be doing what they do best. If you are hired and show great promise in the business, we will not hesitate to promote you to those vertical positions.

Overall we promote a healthy work-life balance, we laugh and enjoy our community, and have a generally good time providing our client's results and a great atmosphere. If all of this sounds like a fit for you, feel free to amend your resume with a cover letter letting us know!

How to apply:

Send an email to info@trainadapt.com with your resume and cover letter for this position. We will get back to you as soon as it is reviewed with next steps.

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Membership Advisor Job Description

Title: Membership Advisor

Reports to: Assistant Manager

Pay type: Hourly + Commission

Pay range: \$15.00 per hour

Schedule: 3 shift minimum per week

Job Summary:

The Membership Advisor's main focus must always be to provide a fun, motivating and united environment, making sure they are well informed of current pricing options and how to link conversations to sales/upcoming events. They are the first interaction that majority if not all members will make when they walk in or call in, with that being said they must be able to exhibit genuine conversation and connect with those whom they speak to.

Meeting Schedule:

- Team meeting - Monthly
- Front desk meeting - Monthly
- Sales Training - Monthly

Major tasks and responsibilities:

- Ensure a friendly and welcoming atmosphere in the reception area which can be extremely busy.
- Assist with private events and court rentals on weekends and holidays
- Communicate clearly in English and Spanish with members of the general public seeking services.
- Manage phone systems.
 - ADAPT & All of its Partnerships/Amenities
- Assist the Assistant Manager with building responsibilities and projects.
- Work in partnership with callers and people walking in requesting services to identify needs and effective solutions for sales/upsales.
- Use a computer for data entry and be willing to learn other computer skills that are necessary for or enhance performance of job duties.
 - Canva promotional items
 - Drive organization
- Work independently and be a vital and contributing part of a team
- Prepare clear, accurate, complete and timely records and reports
 - Inventory reports (weekly)
- Assist Assistant manager as assigned with filing, correspondence and other general office duties.

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- Assist detail and events team with set up/break down and event expectations.

Physical Requirements:

- Prolonged periods sitting at a desk and working on a computer.
- Must be able to lift up to 45 pounds at times.

Compensation package

- Unlimited membership for staff \$400+ value
- Commission on Membership Sales
 - Annual Memberships Commission:
 - Up to \$25 per membership sold
 - Additional commission varies based on specials running
- Additional compensation
 - Industry education drop-in class (email follow-up required).
 - ADAPT will pay the CEU for specific certifications, webinars or training that aligns with job roles and is found to be valuable for staff to attend and bring back information

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