

Are you a strong, energetic sale minded person with a passion for the health and wellness space? We are seeking a Sales Manager with prior sales experience and excellence to lead our health and wellness business. As the Sales/General Manager, you will be the engine behind our studio's revenue and member growth. This role combines direct sales, team training, and community outreach. You'll drive daily sales performance, manage the lead funnel, and build lasting relationships with members and local businesses. Ideal candidates are energetic, entrepreneurial, and passionate about wellness. This role will also manage the studio and the Sauna team.

Overview:

Reporting to the Owner, the Sales/General Manager will research, obtain approval, schedule and lead pop-up events. They will also be responsible for sales initiatives on-site . The SM has oversight and responsibility for all day-to-day activities of the business location. The position will be responsible for hiring, training and leading sales associates. They will be responsible for the day-to-day operations of the location.

Must Be:

- Passionate about Health and Wellness
- Great in person and phone communication skills
- Creative
- Social media savvy
- Strong leadership skills
- Drive membership sales through proactive lead generation, follow-ups, tours, and consultations
- Achieve monthly sales goals related to new memberships, renewals, and retail products
- Hire, train, and coach a small team of front desk sales associates (Sales Advisors)
- Develop local marketing strategies and partnerships to boost brand awareness and foot traffic
- Maintain accurate sales reporting and performance dashboards
- Deliver exceptional guest experiences from first interaction to membership sign-up
- Support studio launch activities and work closely with the franchise owner to establish sales processes

Responsibilities:

- Schedule and lead pop-up booth operations to market the business and assemble membership leads.
- In alignment with business owners, organize and solicit partnerships with local area businesses.
- Drive studio membership and revenue growth through strategic business development and networking efforts.
- Build and maintain strong relationships with local businesses and community organizations.
- Manage and execute lead generation and nurture strategies, ensuring consistent follow-up and engagement.
- Lead, motivate, and develop a team to achieve high performance.
- Create a positive and motivating atmosphere in the studio, setting the tone for both staff and clients.
- Ensure the studio meets key performance metrics (KPIs) for revenue, membership retention, and overall growth.
- Oversee inventory management, facilities maintenance, and studio cleanliness.
- Train and coach employees to excel at consultative selling, ensuring a deep client base to achieve company KPIs.
- Manage performance issues, including conducting disciplinary actions for underperforming employees, as necessary.
- Oversee day-to-day studio operations, ensuring excellent customer service and smooth workflow.
- Base Salary + Commission plan compensation

Qualifications

- Previous sales experience (2+ years) required.
- High School or equivalent (required)
- Experience in sales, networking, and business development.
- Strong leadership and team-building skills.

- Passion for health, wellness, and customer service.
- Excellent communication and interpersonal skills.
- Ability to manage multiple tasks and priorities in a fast-paced environment.
- Proven ability to meet or exceed performance targets.
- Social Media Experience

Job Type: Full-time

Pay: \$50,000.00 - \$60,000.00. Final salary and rates are based upon experience and skills relevant to the role.

Benefits:

- Employee discount
- Flexible schedule
- Paid time off
- Paid training

Shift:

- Day Shift

Experience:

- Sales: 2 years (Required)
- Health and Wellness business: 2 years (Required)
- Membership sales: 2 years (Preferred)

Shift availability:

- Day Shift (Preferred), Occasional Weekends

Ability to Commute:

- 5240 N O'Connor Blvd, LasColinas, Irving TX 75039 (Required)

Work Location: In person

- We are an Equal Opportunity Employer and are committed to creating an inclusive environment for all employees. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy,

childbirth, or related medical conditions), sexual orientation, gender identity or expression, national origin, age, disability, genetic information, veteran status, or any other status protected by applicable federal, state, or local law.

Job Type: Full-time

Benefits:

- Employee discount
- Paid time off
- Referral program

Education:

- High school or equivalent (Required)

Experience:

- Membership Sales: 2 years (Preferred)

Work Location: In person