Aztec Recreation - Marketing Department

Aztec Recreation is currently recruiting two students to fill openings in the marketing department. The primary function is the sale of Aztec Recreation (AR) memberships. Both positions are open until filled. To initiate an application email AR Marketing Coordinator, Amy Schiller at aschiller@mail.sdsu.edu

Sales & Marketing Lead

Definition:
Under the direction of the AS/SDSU Aztec Recreation Marketing Coordinator the Sales & Marketing Lead is responsible for managing and supervising the Aztec Recreation membership sales, secret shopping, and special event functions.

Functions:
• Supervises two sales representatives
• Manages one-week pass lead generation system
• Maintains and report statistics related to sales rep productivity
• Prepares monthly bonus reports
• Motivates, coaches and trains sales reps to exceed quotas
• Develops, plans, manages and supervises special events
• Manages the Aztec Recreation secret shopper program
• Assists with department marketing research, outcome and satisfaction surveys
• Starting rate $9.57/hr; 20 hours a week. + bonuses.
• Position open until filled

Sales Representative

Definition:
Under the direction of the Marketing Lead and Marketing Coordinator, the Sales Representative is responsible for selling Aztec Recreation memberships, promotional table sales, telemarketing sales, guest tracking, touring guests, special event production, presentations and representing Aztec Recreation products.

Functions:
• Sell Automatic Monthly Debit memberships to SDSU students, Faculty/Staff, and the San Diego community
• Communicates clear and accurate product information to current and prospective customers
• Completes membership contracts and data entry in the AR membership database
• Meets or exceeds monthly quotas
• Ensures accurate daily statistics tracking
• Assists with staffing, promoting and producing special events