

Community Development Representative

Responsible for Travel Salem membership sales. Providing the highest level of professionalism while recruiting Travel Salem members.

Reports to Director of Community Development

Membership Promotion and Recruitment

1. Research potential members
2. Sells memberships to prospective members through telephone, in-person visits, written correspondence, and presentations to groups.
3. Sells sponsorship opportunities to members and prospective members.
4. Occasionally represent the Association at member and community events.
5. Responds to member's request for new benefits, and other member requests for assistance.

Goal Setting and Reporting

1. Set monthly, quarterly and annual sales goals with Director of Community Development.
2. Submit a weekly sales call report to the Director of Community Development

Miscellaneous Requirements

1. Responsible for clerical needs.
2. Vehicle required.
3. Able to lift a minimum of 25 pounds.