

Position: Membership Growth and Relations

Hourly: \$20-22/Hour DOE +year-end bonus potential (and future +commission)

P/T: 28 Hour/Week Starting (Full-time potential tied to growth success)

Reports to: CEO

Summary: Under minimal supervision, position is responsible for driving and growing revenue for the chamber through strategic/targeted membership sales and member-retention activities, and securing investors/sponsors for key programs and events.

Job Description:

Membership Sales – 60%

- Contact, acquire and sell new RACC memberships to businesses and organizations.
- Achieve quota goals of new member sales, selling a minimum of six new memberships/month
- Ensure all sales processes are integrated and strategic, support the core principles, vision/mission and annual/long-term goals and objectives, in adherence to RACC's business-service priority to ensure effective expenditures of resources.
- Closely monitor industry trends and local issues impacting RACC's membership sales efforts.

Membership Retention – 25%

- Regular outreach to existing RACC members focusing on member relations and retention.
- Monitor industry and economic trends impacting member retention.
- Achieve quota goals for annual retention of existing members.

Sponsorships/Investments/Ads – 15%

- Develop funnel, prospect and sell sponsorships to member business and organizations for RACC programs and events.
- Help develop new sponsorship opportunities for events that provide value to sponsors.
- Achieve quota goals for sponsorship sales
- Prospect and sell website investment opportunities and publication advertising to member businesses and organizations.
- Achieve quota goals for investment and advertising sales.

General

- Three to five years of previous membership/association sales or business to business sales/business development experience desired. Strategic selling experience a plus.
- Must have a valid Oregon driver's license and a reliable vehicle.