

PART-TIME (20 hours/week) MEMBERSHIP RECRUITER - Targeted Sales Areas

Don't miss this unique chance to apply your sales expertise in a mission driven environment where you will open doors for families to connect with the Girl Scouts - an affordable, proven program with oodles of opportunities to explore the outdoors, delve into STEAM areas of interest (Science, Technology, Engineering, Arts, Math), learn life skills, and cultivate real-world business expertise.

Through community networking and holding engaging events for potential members and caregivers, Membership Recruiters spread the word that Girl Scouts is active and available in their community. The recruiter's goal is to secure memberships at the events to create new and fill existing troops/groups. This position requires flexible scheduling, primarily evenings and weekends, to connect with potential members, and involves travel throughout the sales area.

Creating and maintaining an environment where diversity, equity, inclusion, and belonging are genuine goals and drivers for our work is everyone's job. Some families don't know much about us or don't realize there is a place for them in Girl Scouts. If you are fluent in Spanish or Portuguese, you can be especially effective in these communities.

The position is part-time (20 hours/week). Pay is set at \$20/hour with a \$100 bonus paid for every 50 new registered girl members. Eligible for prorated time-off benefits.

What characteristics, experiences, and qualifications are we looking for?

A successful Membership Recruiter is a resourceful, enthusiastic, people person who enjoys meeting people, networking, and public speaking. If you are passionate about connecting girls with opportunity, working with parents at events to build adult volunteer leadership teams to mentor girls, and have excellent customer service skills, this could be the job for you!

Specifically, we're looking for:

- Proven direct sales experience/success; ability to set ambitious goals and achieve them
- Excellent communicator – able to motivate people in small and large group settings
- Reliable self-starter with ability to work a remote schedule that includes visits to the Holyoke Leadership Center (20%) and travel (80%) within the sales area; ability to work independently and take initiative
- Confidence in new situations and meeting new people/networking - strong public speaker
- Active community involvement in sales area
- Fluent Spanish speaker is a plus
- Organized with strong attention to detail
- Strong computer skills and experience with MS Office applications
- A current driver's license and dependable transportation are required

How can you apply?

We'd love to see a **cover letter** telling us why you think you are a good fit for this position. Please also include a resume. The Girl Scouts of Central and Western Massachusetts is an Equal Opportunity Employer.