

Membership Director (DiD)

Position: Membership Director (DiD)

Position location: Las Vegas, Nevada

Council website: <https://www.lvacbsa.org/>

Position Overview

The Membership Director will manage a team and sales pipeline generating 50 new Scouting units annually.

Responsibilities

Reporting to our Director of Sales, the Membership Director is tasked with growing our membership through partnerships with new chartered organizations.

Will be responsible for generating quality charter leads and nurturing them through our discovery process with a goal of meeting our target for annual new Cub Scout Pack development.

In this role you will:

- Provide leadership to all aspects of our New Unit Sales Team from identification of new potential chartered partners through first recharter of the units.
- Develop and nurture relationships with chartered partners; cultivate relationships with key decision makers within those chartered partners and educate them on our opportunity to serve youth through Scouting.
- Manage the new unit sales pipeline; coordinate with the Director of Field Services and others as needed to facilitate the successful completion of the new unit process to meet quotas and objectives; includes coordination and leadership of the onboarding specialist.
- Drive sales metrics and reporting related to the new unit development program; responsible for maintaining integrity of related systems/data.

Education

Bachelor's Degree from an accredited college or university

Qualifications

One + years of relevant sales and nonprofit experience is desired.

- Must be able to influence others, identify and overcome objections
- Must have a positive, can do attitude
- Able to grasp concepts quickly and communicate effectively across team members
- Proactive problem solving, solutions oriented
- Must be driven, with an entrepreneurial spirit
- Analytical skills

Benefits

Full BSA benefits + \$0.575 per business mile.

Position pays \$45,000 salary + standard BSA benefits + Mileage reimbursement + cell phone allowance + commission based on performance.

For additional information on this position, please contact Director of Field Service Ryan Moon at 968-8113 or ryan.moon@scouting.org.