



Job Posting

Position: Membership Growth Executive

Position location: Milford, Massachusetts

Council Website: www.mayflowerbsa.org

Since 1910, Scouting has helped mold the future leaders of this country by combining educational activities and lifelong values with fun. The Boy Scouts of America believes and understands that helping youth puts us on a path towards a more conscientious, responsible, and productive society.

Today's professional Scouters are a diverse group of men and women sharing a dynamic career offering independence, achievement, and stability. This is work that makes a difference, work that calls one to continual learning and challenge, work that offers solid compensation, benefits and advancement.

The Membership Growth Executive selected will:

- Achieve progress towards specific goals and objectives which include: program development through collaborative relationships, volunteer recruitment and training, membership recruitment and retention.
- Be responsible for extending programs to religious, civic, fraternal, educational, and other community-based organizations.
- Build and sustain long-lasting relationships with new customers based within an assigned council territory.
- Travel within an assigned council sales territory to conduct face-to-face meetings with existing and potential customers.
- Continually meet or exceed sales targets by selling Scouting units to new and existing customers.
- Maintain an accurate record of all leads, customer information, and sales.
- Develop and implement an effective sales strategy to drive sales.
- Research competitors' programs and pricing as well as market conditions.
- Keep abreast of the latest industry developments by attending meetings, training workshops, and industry events.
- Strategically negotiating with potential and existing customers to close sales.
- Be a good role model and recognize the importance of working relationships with other professionals and volunteers. The executive must have communication skills and be able to explain the program's goals and objectives to the public.
- Provide quality service through timely communication and regular meetings.
- Have a willingness and ability to work irregular and extended hours as needed.



Desired Skills:

- Strong effective communication, negotiation skills, and marketing background is highly desired.
- Sales or specifically outside sales experience is a plus.
- Must be comfortable with public speaking and interacting with diverse audiences. Excellent people skills, enthusiastic, punctual, responsible and creative.
- Self-motivated individual with solid time management skills and strong organizational skills in management, budgeting, and planning.
- Committed to personal and professional productivity, while maintaining high ethical and professional working standards.

Requirements:

- Must be willing to accept and meet the Boy Scout of America's leadership and membership standards and subscribe to the Scout Oath and Law.
- Bachelor's degree from an accredited college or university (transcript with the date degree conferred stated is required for employment).
- Attained 21 years of age or older unless prohibited by any applicable law.
- Ability to work varied hours when necessary, evening activities and weekend work is frequently required to achieve positive objectives.
- Ability to travel for training at least once a year for one to two weeks.
- A Scouting background is helpful but not required for employment.
- Offers for employment are subject to criminal, reference and motor vehicle background checks.
- Remote-work position proximate to specific possible customer locations within our council footprint. Limited on-site presence (15%) at council facilities and occasional (5%) travel.

Compensation:

Mayflower Council is an equal opportunity employer. In addition to offering a competitive salary plus earned bonuses, Professional Scouting offers benefits to include major medical, prescription coverage, dental, vision, life-insurance, short and long-term disability, accidental death, a 403b retirement plan, plus compensation for authorized and approved business related expenses to include phone and mileage reimbursement. We also offer generous PTO policy and BSA holiday observances.

How to apply:

Qualified candidates must submit a cover letter and resume with salary history to Rick Riopelle at rick@mayflowerbsa.org only the most qualified candidates will be contacted.