



Membership Development Associate

OVERVIEW:

The Council for Quality Growth is a 36-year-old trade association representing the growth and development industry in the Atlanta region and throughout the State of Georgia. Our mission is to promote balanced and responsible growth while proactively representing a complex network of stakeholders and member interests.

The Membership Development Associate (MDA) plays an integral role in growing the organization by recruiting new companies to join the Council. The development industry is thriving in metro Atlanta, and the MDAs will be able to capitalize on the growing number of developers, engineers, contractors and other firms in the region. This relationship driven position reports to the Director of Membership & Programs, and it is ideal for someone who is self-motivated and highly organized and has sales or relationship development experience. An understanding of metro Atlanta's development industry and local government policies are a plus.

RESPONSIBILITIES:

- Recruit new companies to join the Council for Quality Growth
- Account management of new members and responsible for ensuring membership renewal
- Attend Council for Quality Growth events and Advisory Committee Meetings to network with potential and existing members

QUALIFICATIONS:

The ideal candidate will have the following experience and skills:

- 3+ years of business to business sales experience
- Ability to develop, build, and manage a pipeline of prospective members
- Strong verbal and interpersonal communication skills
- Knowledge of the development industry and/or business contacts within the Metro Atlanta region
- Proficiency with Microsoft Office Suite; including Outlook, Word, Excel, PowerPoint
- Organized with a strong initiative in time management and work prioritization
- Must be able to work independently in the field making cold calls and sales meetings
- Bachelor's degree preferred

COMPENSATION:

100% commission based on new membership revenue collected

+ Retention bonus for assigned accounts

+ Commission on new sponsorship packages for the Council's 100+ annual events

(As this position is fully commission, the ideal candidate would be looking for a sales position that does not serve as a full-time job, but rather as supplement income or in addition to a sales-like role they already hold.)

CONTACT:

Rebekah Babovic, Director of Membership & Programs

Submit resumes via email to: rb@councilforqualitygrowth.org or mail to:

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