NOW HIRING

Head of Operations

gymgrowthconsulting.com

WHO WE ARE

Gym Growth Consulting is an early-stage consulting firm for independently owned gyms and wellness businesses. We help owners with finance, strategy, operations, procurement, and buildout, and we partner with a gym marketing agency so clients get one complete growth partnership: leads in the door, then everything that comes after. Everything we do runs through one lens: save the owner time, save them money, and add revenue.

Where we are headed: we want to become a hybrid investment and consulting arm for the longevity, wellness, and fitness businesses of the future, not just the everyday gym down the street. The place quality operators come first when they need help, and eventually a partner that invests alongside them. This is not 90-day-challenge consulting. We are building something durable, and there is real upside for the people who help build it.

THE ROLE

You own the client journey from first call to signed and onboarded, and you keep the whole machine running.

- Manage clients across the full sales cycle
- Schedule discovery, follow-up, and onboarding meetings
- Run timely follow-ups so no prospect goes cold
- Collect the right documents and information from each client
- Research prospects and prepare briefs ahead of calls
- Keep the CRM accurate and the pipeline moving

COMPENSATION

This role is commission-based on the clients you help bring in and manage, with a small fixed salary possible. Because this seat sits close to the core of the business, we will consider a **small vested equity stake** for the right candidate. Our average client brings in **$2,000 per month in net recurring revenue**, so the upside grows with the book of business you help build.

WHAT WE GIVE YOU

- A ready-to-work lead list of gym and wellness owners. You are not starting from zero
- Systems already in place: a full CRM for outreach, follow-up, and pipeline tracking, plus a sales process you can step into and improve
- Active, real conversations already happening with owners who want help. Nothing scammy, nothing high-pressure
- Quality clients. Our focus is slightly larger gyms, on average $10K+ a month in profit, who need help with finance, strategy, procurement, buildout, and professionalizing the business. Many are weighing a buildout, an acquisition, or a sale
- Direct access to the founders. Both run six and seven figure companies and are happy to support your career, not just this job
- Room to grow into a senior role as the company grows

WHO DOES WELL HERE

Proactive people who can work with a scrappy team and do not need to be handheld. You are comfortable with outreach and follow-through, you write clearly, and you want to be early at something with upside. Nice to have: a general understanding of the fitness, longevity, or wellness space, and a feel for how a sales process works.

WHAT EARLY SUCCESS LOOKS LIKE

The first stretch is shadowing the founders and getting up to speed on how we sell and who the players are: the gym owners, the wellness operators, the people worth knowing. From there you own your lane and refine the process over time.

Interested? Send a short note on why you fit and any relevant experience to contact@gymgrowthconsulting.com