NOW HIRING

# Relationship Manager / Sales Consultant

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 open conversations with gym and wellness owners and turn them into clients.*

- Research gym owners and decision-makers across social platforms
- Manage DM conversations and move them toward a call
- Write and send email and text outreach
- Run and manage SMS campaigns from our lead list
- Build relationships, not one-time pitches
- Hand qualified prospects into the sales cycle cleanly

## COMPENSATION

Small fixed base salary plus a heavily commission-driven structure: **20% of net revenue** on the clients you bring in. Our average client brings in **$2,000 per month in net recurring revenue**, so each client is worth roughly $400 a month in recurring commission for as long as they stay. This is built for people who want their income to track their results. We will also consider a small vested equity grant for a strong candidate.

## 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