



**POSITION DESCRIPTION**  
**HIRING IMMEDIATELY. 12-month contract.**

**POSITION:** Stronger You Onboarding Specialist - Full Time or Part Time  
**SUPERVISOR:** BROOKE JONES, FOUNDER  
**CONTACT:** 214 708 7085 CELL. [BROOKE@STRONGERWOMEN.COM](mailto:BROOKE@STRONGERWOMEN.COM)

**ROLE OR PURPOSE OF POSITION - RAISE OPERATIONAL FUNDING \$ TO MEET MONTHLY TARGETS.**

Stronger Women (SW) is expanding rapidly, with a primary goal of generating consistent monthly revenue to support staffing and program development. This role will be responsible for meeting monthly targets for new "Stronger You" memberships and other Stronger Women classes. By concentrating on this objective, the Stronger Women team can focus on completing program deliverables and providing timely impact reports tied to donations and funds raised.

This role is critical to SW success and calls for an individual with excellent telephone and verbal communication skills, the ability to multitask effectively, and strong technical proficiency to handle data management, call details, and lead input. Ideal STRENGTHSFINDER traits: +Achiever, +Activator, +Woo.

**MAJOR DUTIES AND RESPONSIBILITIES - 1 Goal to increase # of New Enrollees. FTE +200 PTE +100**

- Telephone/Virtual Sales. Will Track each lead and measure \$ Net Sales per Lead Given (NSLI).
- Daily create, develop, or follow up on Stronger EDU course lead requests.
- Cultivate those leads through various modes of connection. Connect. Daily Reporting.
- Establish a cadence of onboarding for new enrollees.
- Collaborate with Educational, instructional design, and program customer fulfillment teams.
- Meet or exceed monthly sales goals of new enrollees.

Monthly Minimum New Enrollees GOAL will focus on 1 target. Increase # of new course enrollments.

+A Full time SW Onboarding Specialist will create 200 new Stronger Women course enrollees monthly @ a minimum of \$199 per enrollee.

+ A Part time SW Onboarding Specialist will create 100 new Stronger Women course enrollees monthly @ a minimum of \$199 per enrollee.

**Service & Operations**

- Prepare Daily quote and conversion reports to communicate with EDU teams.

**Reporting:**

- End of Day includes KPI reporting as required by leadership.

## LEVEL OF DECISION-MAKING

Within the bounds of Stronger Women’s mission, values and policies this position is expected to manage his/her activities to deliver defined results.

REPORTS TO:	Brooke Jones
SUPERVISES:	n/a
PRIMARY WORKING RELATIONSHIPS:	Brooke Jones SW Teams Prospective Customers Prospective Agencies
TRAVEL REQUIRED:	As needed for Required training and to fulfill contract commitments.
JOB LOCATION:	Mobile. 1099 Contract.
DURATION:	12 month contract. Daily reporting. 90 day 1:1s evaluations.
NUMBER OF HOURS	Hours will be track with a Time sheet, but this job is focused on meeting the monthly growth goal, not the hours worked.
COMPENSATION	Individual will earn & paid in contract cycle. Full time Goal = +200 new Stronger You Raise \$199 / month = \$39,800 SW Rev
1 MONTHLY GOAL # OF NEW CLASS ENROLLEES 200 = FULL TIME GOAL 100 = PART TIME GOAL	Role earns 10% of all funds raised in time period = 39,800 less any fees *.10 = \$3,980 /Mo / \$47K Annually Desire a 12 month contract 2025.  Part time 100 new Stronger You enrollees or sponsorships \$199 / Mo / \$19,900 *.10 = \$ 1,990 / month / \$23K Annually  Minimum Sales = Base Salary Equivalent Plus What you raise above is also yours 10% Earnings Example 100,000 charity * .10 =10,000 Mo,~120KA