

Scholars Academy Sales Associate Application

Thank you for your interest in becoming a Sales Associate at Scholars Academy. We are looking for energetic, customer-focused individuals with strong sales and communication skills to help grow our academy and engage with our clients. Please fill out the application below to be considered for this exciting opportunity.

Personal Information:

- **Full Name:**
 - **Address:**
 - **Phone Number:**
 - **Email Address:**
 - **Date of Birth:**
-

Position Applying For:

- Sales Associate

Availability:

(Please check all that apply)

- Weekdays (Morning)
 - Weekdays (Afternoon)
 - Weekdays (Evening)
 - Weekends
 - Other: _____
-

Work Experience:

1. **Do you have any previous experience working in a sales or customer service role?**
 - Yes
 - No
2. **If yes, please provide details:**
 - **Position Title:**
 - **Company/Organization:**
 - **Dates of Employment:**
 - **Responsibilities:**
 - _____
 - _____
3. **Have you worked in a fitness, martial arts, or sports-related sales environment before?**

- ☐ Yes
 - ☐ No
 - 4. **If yes, please describe:**
 - ☐ _____
 - ☐ _____
 - 5. **Do you have experience with membership or service-based sales (e.g., gym memberships, fitness classes)?**
 - ☐ Yes
 - ☐ No
 - 6. **If yes, please describe:**
 - ☐ _____
 - ☐ _____
-

Skills & Qualifications:

1. **Please list any sales, marketing, or communication skills that would make you successful in this role:**
 - ☐ _____
 - ☐ _____
 - ☐ _____
 2. **Are you comfortable using sales tracking software or customer relationship management (CRM) tools?**
 - ☐ Yes
 - ☐ No
 3. **If yes, please specify the tools/programs you are familiar with:**
 - ☐ _____
 - ☐ _____
 4. **Describe how you would approach selling memberships or programs at Scholars Academy to potential clients:**
 - ☐ _____
 - ☐ _____
 - ☐ _____
-

Education:

1. **Highest Level of Education Completed:**
 - ☐ High School
 - ☐ Associate's Degree
 - ☐ Bachelor's Degree
 - ☐ Other: _____
2. **Do you have any additional certifications or training relevant to sales, marketing, or customer service?**
 - ☐ Yes
 - ☐ No
3. **If yes, please list:**

- ☐ _____
- ☐ _____

Sales Experience:

1. What motivates you in a sales role?

- ☐ _____
- ☐ _____
- ☐ _____

2. Describe a time when you successfully closed a sale or exceeded sales targets:

- ☐ _____
- ☐ _____
- ☐ _____

3. What strategies would you use to generate new leads for Scholars Academy?

- ☐ _____
- ☐ _____
- ☐ _____

Customer Service & Communication:

1. How do you handle objections or concerns from potential customers?

- ☐ _____
- ☐ _____
- ☐ _____

2. Describe your approach to delivering excellent customer service in a sales environment:

- ☐ _____
- ☐ _____
- ☐ _____

3. How do you build relationships with clients and ensure customer satisfaction?

- ☐ _____
- ☐ _____
- ☐ _____

Certifications & References:

1. Do you have any certifications related to sales, fitness, or customer service (e.g., CPR, sales training)?

- ☐ Yes
- ☐ No

2. If yes, please list:

- ☐ _____

- _____
 - 3. **Are you willing to undergo a background check?**
 - Yes
 - No
 - 4. **Please provide two professional references who can speak to your experience and qualifications:**
Reference 1:
 - Name: _____
 - Phone Number: _____
 - Email: _____
 - Relationship: _____
 - 5. **Reference 2:**
 - Name: _____
 - Phone Number: _____
 - Email: _____
 - Relationship: _____
-

Personal Statement:

(Briefly explain why you are interested in this Sales Associate position and how you will contribute to the success of Scholars Academy.)

- _____
 - _____
 - _____
 - _____
-

Signature & Date:

I certify that the information provided in this application is true and complete to the best of my knowledge.

- Signature: _____
 - Date: _____
-

How to Submit:

Please submit your completed application to Scholars Academy via email at jbaker@scholarsacademy.us or drop it off at our facility.