

STEPZ
FITNESS



Gym Manager - Muswellbrook

Stepz Fitness

SPORTSPEOPLE
RECRUITMENT



- **Manage a brand-new 24/7 gym within a fast growing functional fitness business**
- **Build your career in an exciting, flexible work culture**
- **Varied role including group training and membership sales**
- **Great salary and bonus structure**
- **Live and work in beautiful Upper Hunter - relocation bonus on offer**

About Stepz Fitness

Stepz is a fast growing 24/7 franchise with over 19 franchises in Australia. Stepz offer the best of both worlds with 24/7 memberships as well as functional group training sessions.

Stepz Fitness has a competitive pricing model and flexible gym options making it appealing to more Australians. Stepz was first in the market to successfully combine a tiered pricing model by incorporating Functional Group Training and 24/7 gym facilities under one roof.

The brand-new gym in Muswellbrook provides the latest state-of-the-art 24/7 fitness equipment in a non-intimidating convenient location at affordable membership rates.

Why Stepz Fitness?

- Extra training and certifications provided
- High growth potential
- Flexible work-life balance
- Great bonus structure and profit incentives
- Loads of easy parking



Gym Manager

Working directly with the Franchisor and supported by Stepz Fitness Corporate, the Gym Manager is responsible for the day-to-day operations of this brand new gym, including memberships sales and servicing, as well as the delivery of some Group Functional Training classes. The Gym Manager will also engage with the local community to drive membership promotions and build brand awareness.

The role requires a customer and sales focused fitness professional, with a clear talent to drive membership sales and most importantly contribute to the energetic and community focused club culture and atmosphere.

As well as delivering a wide variety of group fitness classes, this role will lead and develop a small team of trainers. The manager must be flexible to cover classes as required - split shift working hours are available to suit the needs of the manager and the membership.

To be considered for this role you will be a dynamic people person with amazing customer service skills that add value to client memberships and club relationships. With a minimum Certificate IV in Fitness, you may already have gym management experience, or you are an enthusiastic and driven fitness professional eager to learn and step up into a management position.

This is a unique opportunity to grow and develop your career with support from head office using streamlined and automated gym management and administration systems. Become a partner in the vision and development of this young franchise to continue to lead the local community in health and fitness.



Key Responsibilities

- Sell and provide memberships to current members
- Provide Group Functional Training classes to members
- Maintain and contribute to a great club culture within the club
- Assist with club fitness competitions
- Assist with any club promotions within the club as well as in the local community to drive membership
- Assist in the development of strategic and operational planning processes and implementation activities, that are designed to sustain and increase the membership and client base of the club
- Maintain the cleanliness of the club
- General administration and follow up calls
- Assist with the training and development of club staff
- Provide day to day front-line customer service and relationship interface, that may be required to deal with complex problems involving diplomacy, negotiation, and an ability to remain composed at all times
- Smile, be energetic and enjoy your time at work!

Website & Social Media

For more information and news items on all facets of activities, services and programs, visit:

Stepz Fitness website: stepzfitness.com.au

Facebook: facebook.com/stepzfitness

Instagram: instagram.com/stepzfitness

Selection Criteria

In addition to demonstrating **relevant experience across the core functional areas of responsibility identified in this Position Overview**, candidates applying for this role will require a range of personal and professional skills, including:

- Minimum Certificates III & IV in Fitness
- Experience delivering Group Training classes
- Well presented as the "face" of the gym
- Ability to promote the club's inclusive and community feel
- Strong experience in customer service, with particular emphasis on membership-based activities
- Comfortable working towards and achieving KPI's and sales targets
- Demonstrate a positive energy and alignment with the club culture
- Ability to motivate and encourage clients and team members, ensuring positive engagement
- Exceptional communication skills face-to-face and via phone and email
- Excellent problem solving, time management, and organisational skills
- Ability to engage with the local community to drive membership and brand awareness
- Current First Aid and CPR certificates
- Previous experience at a 24hr gym (desirable)

Candidates must be an Australian Citizen / Permanent Resident or have unlimited working rights within Australia to be considered for this position.

Location

Stepz Fitness is located at Shop 106/19-29 Rutherford Rd, Muswellbrook NSW.

A relocation bonus may be available for the right candidate. Tucked into the rolling vineyards of the Upper Hunter's world-famous wine country and on the banks of the Hunter River, Muswellbrook is less than three hours' drive north of Sydney and 90 minutes from Newcastle.

Hours of Work

This is a permanent full time position. Given the unique nature of the recreation industry candidates must be flexible and willing to work outside of office hours to run group classes and cover shifts from time to time, including early mornings and weekends.

Whilst the club is open to members 24/7, staffed hours are as follows:

Mon - Thurs: 9am to 6pm

Fri & Sat: 9am to 12pm

Remuneration Guide

An attractive remuneration package of \$70,000 to \$75,000 per annum, plus superannuation, plus a generous bonus structure, will be available to the successful candidate, negotiable depending upon skill level and experience. At the time of applying, candidates are invited to indicate their current salary and salary expectations.

Please apply now to avoid missing out!

Please note Sportspeople Recruitment will commence screening and interviewing for this role immediately.

If you are intending to apply, please do so now. We reserve the right to close the role as soon as sufficient merit applications are received.

Candidates must complete and submit the **COMPULSORY Sportspeople Recruitment Application Form** at the time of applying. The form is available as a download at the Sportspeople Recruitment website listing for this role and contains questions against which we require your specific response prior to considering your application.

Sportspeople Recruitment prefers a 1-2 page letter of introduction and an accompanying CV of no more than 6 pages, merged into the Application Form as one MS Word file.

Apply to

Your application should be sent electronically via the "apply now" link at the advertisement via sportspeoplerecruitment.com/jobs

Enquiries

In the first instance general enquiries should be directed to **Scott Oakhill on 0408 258 337** or **FREECALL AU 1800 634 388** or **+61 2 9555 5000** or via jobs@peoplerecruitmentgroup.com.

About Sportspeople Recruitment

The Gym Manager, Stepz Fitness Muswellbrook search and recruitment process is being managed exclusively by **Sportspeople Recruitment**.

Sportspeople Recruitment is a leading executive search and recruitment firm servicing sport business. Celebrating 27 years in 2023 our curated Talent Network has been developed as a result of successfully filling thousands of roles across the A-Z of sport business employers. We offer the most experienced Consultant team in the market available to assist with executive search, general recruitment, hiring strategy, remuneration planning and executive/Board advice.

We are delighted to have been appointed by the Stepz Fitness as the exclusive search partner for the Muswellbrook Gym Manager position.

Merit Recruitment

Don't meet every single requirement? Studies have shown women and minority groups are less likely to apply for jobs unless they meet every single qualification. **Sportspeople Recruitment has a reputation as a leader in merit recruitment.**

Everything we do has a focus on presenting the best candidates to our client Employer whilst maintaining a commitment to do what we can to address the imbalance of under-represented groups in leadership positions.

If you believe you have what it takes to perform this job but don't tick off every single qualification and experience we've listed, we encourage you to focus on the strengths, experience, qualifications and soft-skills you do have as the reasons you should apply. Believe in yourself and if still in doubt call our Consultant for a quick chat or simply apply. Without an application we can't consider you and we'll never consider your application a waste of our time.





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