

We are dual-site center for Christian camps and conferences, with sites located in Groton, Massachusetts and in Ocean Park, Maine.



We are looking for a “Retreat & Conference Salesperson” who is driven by a desire to help people. This is a rare part-time opportunity for a detail-oriented go-getter to showcase your interpersonal skills and strong phone presence. You are invited to submit your resume if you have a “can do” attitude and the ability to relate to a wide range of people.

[www.grotonwood.org](http://www.grotonwood.org)

**As our “Retreat & Conference Salesperson” you will:**

- Sell predominantly to a variety of churches and non-profit organizations
- Maintain relationships we have already established
- Expand our client base by developing new relationships
- Maximize the use of our retreat and conference facilities with clients who have a strong sense of commitment to our camps and doing business with us
- Work directly with our Director, Resident Directors, and data builders to research and source new prospects
- Follow-up with clients after their visits to further engage, network, and create lasting relationships

**Our facilities accommodate groups ranging in size from 10 to 200 people. For more information about retreats and conferences at Grotonwood and Oceanwood, please visit our website.**

**To accomplish these goals, you must demonstrate:**

- Real customer focus: a fanatical devotion to customer service
- Inquisitive nature: an interest in conversing with our customers to understand their unique challenges
- Strategic sales ability: a demonstration of value in your sales process
- Persuasiveness: the ability to overcome potential objections
- Networking skills: the ability to develop and nurture loyal relationships
- Teamwork: positive contribution to the team environment of our business
- Trainable attitude: an interest in learning new techniques and developing a passion for our camps

**Requirements:**

- Previous Sales experience -- telesales preferred
- Previous Event Planning experience is a plus
- Excellent writing & communications skills
- Full working knowledge of electronic presentation tools such as Power Point, Keynote, and sales/CRM database software
- A winning, personable attitude
- Strong organizational skills
- Attention to detail & accuracy
- RESULTS FROM YOUR PREVIOUS SALES EXPERIENCE

This is a part-time position with a Base Salary of \$10,000 for the first \$100,000 in bookings. Sales beyond that first \$100,000 in conference business that you sell will earn additional scaled commission.

Please send Resume and information to Richard Wolf, Director of Camping & Conferencing  
[papawolf@mac.com](mailto:papawolf@mac.com) - 978-448-5763 - [www.grotonwood.org](http://www.grotonwood.org)