

Organizational Growth Expert (Fraternity)

The Phired Up “phamily” is growing! The company is seeking a talented public speaker and workshop-style educator capable of engaging and educating large groups of college students. Success is measured by performance. Results are expected. Training must exceed the high expectations of the company’s partner clients and be delivered in a style consistent with the Phired Up brand.

Organizational Growth Expert (Fraternity) (abbreviated: OGE) represents Phired Up Productions, cultivates new business opportunities, delivers world-class educational services, and develops new products/services/curriculum to serve clients. This is a full time position and reports directly to the CEO.

PRIMARY RESPONSIBILITIES:

Delivery of Educational Services – Responsible for delivering educational services. These include but are not limited to the following:

Programs, Training Workshops, and Public Speaking – ranging from 30 minute keynotes to 3 day long workshops. Ability to represent Phired Up as high-level, keynote speaker for audiences ranging from 50 to 5000+ people, presenting Phired Up curriculum including but not limited to Dynamic Recruitment and Social Excellence. OGE success is primarily measured by client retention and satisfaction.

Chapter Coaching – blend of distance and onsite coaching delivery, ability to quickly build trusting relationships, leverage communications technologies, empower sustained behavior modification, and keep chapters “on system” with Dynamic Recruitment. OGE success is primarily measured by client results and retained partnerships.

Product Development and Delivery – utilizing online and distance based technology, along with traditional written resources, continually innovate and deliver excellent products like Master’s Classes, Quick Recruitment Prep Courses, and more. OGE success is primarily measured by continual growth of product sales and customer satisfaction.

Curriculum Development – Responsible for contributing innovative content and delivery methodologies to Phired Up’s core curriculum and resource library, as well as personalizing their own training.

- Blog writing
- Recruitment Library contributions
- Recruitment Workbook and other resource development
- Video, PowerPoint, and technology submissions
- Program and workshop enhancements

Sales – Responsible for cultivating new sales leads, building relationships with industry leaders, and closing new business.

- Problem solving. Helping new and existing Phired Up customers identify core problems and offer solutions that truly help them advance their chapters, communities, councils, and organizations
- Cultivate new client relationships by attending conferences and events, leveraging social media contacts, making telephone sales calls, and email marketing
- Tracking daily, new and existing client relationships using the company CRM system.
- Manage existing client renewals and upgrades
- Selling the full menu of Phired Up products and services to campus advisors, student councils, chapter leaders, alumni groups, and headquarters professionals within the fraternity/sorority marketplace

QUALIFICATION PREFERENCES:

- Required: Bachelor degree from a four year institution of higher education.
- Required: Demonstrate ability to communicate at high levels both verbally and in written form.
Required: Willingness to travel extensively within the continental United States. Travel may exceed 150 total days. Travel may require being away from home for consecutive weeks.
- Required: Evidence of values-centered personal character and a desire to make a positive impact on the world through the improvement and proliferation of the fraternity/sorority experience.
- Preferred: 1-5 years experience in higher education, fraternity/sorority headquarters, or related field.
- Preferred: 1-5 years of professional sales, recruitment, or marketing experience with documented success.
- Preferred: Fraternity recruitment and/or expansion leadership experience with documented success.
- Preferred: Familiarity and success using Phired Up educational products and services.
- Preferred: Degree or certification in education, marketing, business, or communications.
- Preferred: Undergraduate leadership position in fraternity chapter or council.

COMPENSATION PLAN:

- Competitive base salary during training period
- Commission and/or bonus opportunities available after training period
- Retirement plan with company match
- Health, Dental, Vision, and Life insurance
- Professional development budget
- Paid cell phone and mobile business plan
- Industry memberships and conference fees paid in full
- Technology budget
- Flexible work schedule
- Flexible work space – work from home options negotiable following successful long-term employment.
This position is based in the Indianapolis area for a minimum of the first 24 months.

HIRING TIMELINE:

Phired Up is now accepting applications. Preliminary interviews may begin as early as April 1, 2017. Flexible start date (June 1st is preferred). Phired Up Productions is an equal opportunity employer. For more information about this opportunity, please email info@PhiredUp.com.

TO APPLY:

To be considered for this position, send the following 4 items in a single E-mail to Careers@PhiredUp.com by April 1st (earlier applications are appreciated):

- 1. Cover letter** describing the position you're seeking
- 2. Current resume**
- 3. 5-15 minute video clip** showing your ability to speak, educate, and engage an audience
- 4. 2- Part Essay:**
 - Please provide a written explanation of how you are suited to share Phired Up's values, and our messages (Social Excellence, and Dynamic Recruitment) with college fraternity/sorority members.
 - Also please write about how your personal "purpose" aligns with Phired Up's "reason for being."