



Position title: Troop Development Coach

Department: Member Services

Status: Full-Time, Non-Exempt

Location: AHG National Office, Cincinnati, OH

Reports to: Member Services Managers

Works with: National Staff, General Public, Troop Volunteers, and Charter Organizations

Position Description:

Exhibits a Christ-like, servant-leadership spirit while working with AHG Staff, the general public, Troop Volunteers, and Charter Organizations to catalyze growth of the AHG Program across the nation.

Specific Duties:

- A. Demonstrate and maintain a close walk with Jesus Christ and a sincere commitment to prayer.
- B. Collaborate with the AHG Growth and Retention Teams to pray for, encourage and assist new potential Troops through the chartering process, serving as the initial main point of contact for the Charter Organization prospects within the Zone and maintaining that relationship throughout the chartering process.
- C. Support AHG's Vision and Mission by ensuring that Charter Organizations align with AHG foundational values and principles.
- D. Collaborate with Growth and Marketing Teams to create and implement strategies to engage new Charter Organizations and Strategic Partners.
- E. Increase AHG impact and awareness through proactive sales calls and e-mails to interested and new Troop prospects while maintaining a professional and courteous demeanor.
- F. Engage in the follow-up process using effective sales strategies to ensure timely and efficient touch points with leads, facilitating more new and prospective Troops and ultimately more potential girls reached for Christ.
- G. Attend conventions/conferences where AHG has secured an exhibit booth as requested.
- H. Assist in providing input for work needs for strategic plan initiatives and "How to Get an A" monthly goal setting worksheet.
- I. Participate in team, department and Staff meetings.
- J. Other duties as assigned.

Qualifications:

- A. Passion for serving God in the AHG Ministry and a strong desire to make a difference and help others succeed
- B. Agreement with AHG's Statement of Faith; must exhibit and maintain a strong relationship with Christ and a positive faith attitude
- C. Understanding of the AHG Program and the needs of a Volunteer
- D. AHG Troop experience and a college degree is preferred but not required.
- E. High level of integrity, confidentiality and teach-ability.
- F. Relational sales and goal oriented as well as self-directed.
- G. Strong skills in: communication, listening, coaching, conflict resolution, time management and organization, with attention to detail
- H. Intermediate knowledge of Microsoft Word, Excel, Power Point, Outlook and BCM.
- I. Ability to, on occasion, walk long distances and/or stand for long periods of time and lift up to 25 lbs.

I have been provided and reviewed this job description.

Name of Employee

Date