



# AMERICAN DANCE TRAINING CAMPS

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## STATE REPRESENTATIVE (NY, DC, CA, MD, IL, MA, CT)

**Job Title:** State Representative

**Report To:** New Business Director; Office Manager

**Job Brief:** ADTC, the leader in dance camps, trainings & school-based dance programs, has immediate openings for State Representatives to develop strategic community relationships with public/private schools, dance studios & local businesses in order to organize & launch new dance programs within their state. We are seeking highly organized & motivated individuals with strong communication skills to act as a liaison to the National Office. State Representatives are responsible for providing high-level administrative & operations support while cultivating these strategic partnerships and exceeding new business goals.

**Essential Job Functions:** Assist National Office with any/all of the following:

- Provide high-level administrative support by conducting clerical functions, maintaining contractual documents, and corresponding with business partners/clients
- Help organize & launch new dance programs, camps & events in target markets: Source, develop, close sales and build reselling relationships with dance studios, teams, cheerleading squads, public/private schools and other partner prospects interested in hosting ADTC camps/events in your state/s (community centers, YMCAs, Parks & Rec/Fitness Centers, etc.)
- Negotiate pricing and partnership structures
- Nurture relationships with existing clients to generate returning business
- Significantly grow revenues and client base
- Help with location-specific marketing, advertising and PR

**Qualifications:**

- Bachelor degree
- Sales experience preferred
- Excellent written, verbal communication & listening skills
- Self-starter with go-getter attitude, competitive nature, and excellent work ethic who doesn't mind getting her hands dirty
- A background in dance is preferred, but not required
- Ability to perform in a fast-paced environment
- Strategic thinker with the ability to make decisions and manage relationships
- Highly creative with experience in identifying target markets
- Passion, integrity and energy!

**Compensation:**

Compensation based on # of dance programs, camps & events you organize, plan &/or sell in your state/s.

**To apply for this position, email your resume to Lindsey Fadner (lfadner@danceadtc.com) by March 15, 2014.** Resumes will be screened prior to interviews. Not all candidates will be interviewed. Not hiring in your state? Don't lose hope! Contact us to let us know you're interested.

**About ADTC:**

American Dance Training Camps ([www.AmericanDanceTrainingCamps.com](http://www.AmericanDanceTrainingCamps.com)) offers four overnight dance camp locations (Vermont, California, Illinois & Maryland), and six different types of camps (TRY-IT for girls ages 8 & 9; ULTIMATE for girls ages 10 - 17; INTENSIVE for girls ages 12 - 17; TEEN TRAVEL for girls ages 13 - 17; COUNSELOR-IN-TRAINING for girls ages 16 & 17; and DANCE TEACHER CERTIFICATION for ages 18 +).

Our Certified Dance Choreographers and teachers are MTV performers, Broadway dancers and contestants from your favorite TV shows. They travel to dance studios, schools, YMCAs, Parks & Rec facilities, etc. (anywhere, nationwide) to teach hometown dance camps with the coolest combinations from some of the best national and international dance studios, dance schools and dance performance groups.

And now we're offering school-based dance programs (which we call dance "movements") nationwide. Join us in spreading the love of dance all over the world. Come work (and dance and play!) with us to make this vision a reality.

Visit [www.AmericanDanceTrainingCamps.com](http://www.AmericanDanceTrainingCamps.com) to find out more!