

GIRL SCOUTS OF GULFCOAST FLORIDA, INC.
4780 Cattlemen Road, Sarasota, FL 34233
www.gsgcf.org

POSITION POSTING

Email your resume and cover letter to: Marie Graziosi – hr@gsgcf.org

POSITION DESCRIPTION

Position Title: Member Engagement Specialist
Area: Lee County, Hendry County, and Glades County
Team: Member Engagement Team
Reports to: Director, Member Engagement
Schedule: Tuesday–Friday (7:30am-5:30pm) with some evenings and weekends
Location: Office (Sarasota T/W/TH) and local home-based remote (F); council properties, community venues; council wide travel
Status: Full time, Non-Exempt
Salary: \$42,000 (estimated starting - \$22.43 hourly) annualized and benefits
Date: October 2025

Position Summary

The Member Engagement Specialist is responsible for successfully converting prospective members (leads) to registered members and providing ongoing support to troops, volunteers, and members. The Specialist is a superior solution-oriented communicator and works efficiently and enthusiastically to provide exceptional customer experience. The Specialist in partnership with the Community Manager works collaboratively with other departments to provide guidance and support to service unit team and troop volunteers to enhance the Girl Scout Leadership Experience.

Essential Duties and Responsibilities

1. Follows up on qualified leads via Salesforce, email, telephone, texting, social media, and referrals within assigned geographic areas to track and follow through with leads to attain the desired conversion rate and meet the assigned girl and adult membership goal.
2. Collaboratively supports and manages the volunteer management process (e.g., recruit, train, retain, appreciate, reappoint volunteers).
3. Supports funded troops with registration and uniform needs, monthly dues, troop support, and early renewal.
4. Coordinates the efficient and rapid placement of registered girls and adults into appropriate troops, Juliette program, or service unit upon troop formation, merger, or disbandment.
5. Assigns troop numbers and performs troop transfers, in partnership with the community manager, while following prescribed policies, protocols, and procedures utilizing ASM via Salesforce when possible.
6. Collaboratively maintains Opportunity Catalog for potential girl and adult members with the community manager to ensure accuracy on an ongoing basis.
7. Serves as the main point of contact and support to volunteers with travel, banking, troop finances, Volunteer Toolkit (VTK), eBudde, troop conflict, and volunteer management.
8. Contributes to the management of renewal efforts in conjunction with the community manager to meet retention goals by engaging in wellness checks and proactively reaching out to troops and families to assist in the act of renewal.

9. Provides exceptional customer experience using appropriate written and verbal communication to internal and external stakeholders. Performs all duties and handles all matters with tact, diplomacy, and complete confidentiality in a courteous, timely, and knowledgeable manner.
10. Performs accurate record creation, entry, changes, collection, verification, and distribution of data and is responsible for ongoing accuracy, while following prescribed policies, protocols, and procedures seeking guidance as needed to maintain data accuracy.
11. Supports the strategic priorities of the council.
12. Performs other duties as assigned by supervisor.

Education, Experience, Skills, and Qualifications

- Support the mission, principles, values, and standards of the Girl Scout Movement including the Girl Scout Promise and Girl Scout Law; willingness to be a member of GSUSA
- Prior two-year minimum position related experience or any equivalent combination of education, training, and experience that demonstrates the ability to perform the duties of the position required
- Associate or Bachelor's Degree desirable
- Competencies in customer service, sales, volunteer management, collaborative project management, and interpersonal skills
- Excellent written/verbal communications skills
- Proficient computer and technology skills, ability to perform accurate data entry ,and utilize data management software (Salesforce desirable) and Microsoft Outlook, Word, Excel, and PowerPoint
- Ability to think critically, organize, plan, and implement multi-faceted workload with minimum supervision and as a member of cross-functional teams
- Requires ability to work for extended periods of time at a keyboard/phone/workstation and perform tasks in a busy environment where noise level is moderate
- Work requires physical strength and agility to safely perform all essential functions, including the ability to lift, carry, push, or pull (minimum 20/25 pounds) job-related equipment without assistance
- Daily access to transportation, automobile insurance, and ability to transport supplies
- Ability to work a flexible schedule, to include occasional evenings and weekends
- Bilingual in Spanish and knowledge of culture desirable
- The physical demands and work environment described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

This document does not constitute a contract and is subject to revisions at the council's discretion.
 Equal Opportunity Employer/Drug Free Workplace