



Discovery Cube offers hands-on science education that delights, challenges, and encourages kids. Discovery Cube has made a positive difference in thousands of lives for 35 years. Our organization achieves this goal through four core initiatives: STEM proficiency, early childhood education, healthy living, and environmental stewardship. These future-forward initiatives inspire educators, their students, and all of us committed to learning for life.

Our original center in Orange County, as well as our newer Los Angeles campus, gives those seeking immersive, interactive science activities a way to jump into the learning fun. In addition to our campuses, educational outreach programs remain a major part of our mission. Bringing a host of experiences directly to learners is essential to achieving the organization's core initiatives. It's a mission that also includes empowering real-world applications by giving learners a chance to make a difference. This vision has made the Discovery Cube a prominent advocate for modern science education over the years. Spotting science as a solution and as a force for good is what Discovery Cube so successfully does.

Position:

Discovery Cube is seeking a proactive and motivated Membership and Ticketing professional dedicated to ticketing and membership sales. This person will be reporting directly to the Directors of Memberships and Operations and will be responsible for onsite conversion of ticket holders into members.

Responsibilities:

The Membership and Ticketing Associate will understand all current and past membership products and will be able to create a positive and welcoming environment for guests and members. They will actively and consistently engage guests to promote memberships.

- Provide accurate and current information to future and existing members
- Work within a team to meet monthly, quarterly and annual sales goal.
- Understand and implement a variety of sales strategies
- Understand and use the Galaxy Point of Sale program as needed
- Provide friendly and professional interaction with both guests and staff
- Engage with guests while on the floor and interacting with exhibits
- Provide helpful information about Discovery Cube and its offerings
- Additional projects as assigned
- Meet sales goals and executes on sales strategies from Membership Director or Director of Operations
- Provides recommendations and insight through observed trends and experiences

Qualifications:

- High School Diploma/Bachelor's Degree preferred but not required



DiscoveryCube

- Prior experience with sales, admissions or product promotion required
- Experience with operations or scheduling preferred
- Ability to work independently with little oversight
- Must be able to stand for extended periods of time
- Excellent interpersonal skills; this person must be charismatic, friendly and enjoy speaking with guests
- Quick to learn and be able to manage high volume and stressful situations
- Strong public speaking skills; fluency in a second language preferred
- Ability to work well and excel in a team environment
- Strong written and verbal communication skills
- Excellent attention to detail and problem-solving skills
- Ability to work with a diverse group of people

What's In It For You:

- 14 Free general admission tickets per year
- Up to 4 Bubblefest tickets plus admission
- 10% of on-site dining and shopping discount
- Employee discounts through ADP

Pay Range for this position is: \$16.50+ per hour, plus commission

Discovery Cube provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state, or local laws.

This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.