

## PERSONAL TRAINER

### Summary

Hard working, seasoned customer service professional with extensive experience in face to face service and sales, seeking a new opportunity in a stable organization where I can use my skills and knowledge to make a positive contribution and assist in the growth of both the company and my personal career. Highly motivated professional with excellent interpersonal and motivational skills Infectious enthusiasm and positive attitude Extensive experience meeting goals; both personal and professional (i.e., sales, fees, gross profit, contribution, and hours) Experience and successful track record of managing others Proven experience in sales: over \$150,00 dollars sold in 3 years Building and maintaining relationships with key customers and business leaders in the community Experience gained in leading staff in business development, customer retention, recruiting, and expense management Self-motivated individual continuously striving for success Strong sense of discipline and desire to learn new skills Works well as an individual or as part of a team Ability to easily anticipate the needs and desires of customers Works well under pressure and deadlines

### Experience

Personal Trainer , 09/2014 Company Name i¼ City , State

- Provide orientation and instruction to member pertinent to apt technique, suitable exercise intensity, body mechanics, frequency and duration along with right selection and equipment usage.
- Supervise directly exercise session and perform one-on-one with all members.
- Ensure to correct body mechanics, exercise technique and form.
- Oversee individual response towards exercise and modify program as appropriate.
- Forecast member needs and progress rate along with present new exercises as required to sustain progress of member.
- Consult members to identify health history, personal goals, previous exercise history plus lifestyle factors affecting success potential.
- Prepare individual exercise program on basis of health history, member's personal goals and fitness assessment results.
- Maintain and manage top level of customer hospital associate plus physician satisfaction pertinent to fitness programs, exercise equipment along with interaction with all fitness associates.
- Promote affirmative, client-focused relations with all customers.
- Maintain and update records of member training and productivity for Fitness Manager.

Fitness Manager , 09/2013 to 08/2014 Company Name i¼ City , State

- Recruited and train Personal Trainers in their respective job duties.
- Prepared weekly schedules and work assignments for Fitness Trainers.
- Ensured that the customers are given high quality services and assistance when needed.
- Assisted in developing and maintaining workout programs.
- Stayed abreast on latest updates in fitness industry.
- Ensured gym facility is maintained clean, safe and orderly.
- Ensured that gym equipment was kept in good working condition.
- Monitored the initial workouts of new customers and provide feedback.
- Offer various fitness programs to suite customer's specific needs.
- Work with other staffs to achieve monthly target.
- Ensure that all staffs follow center's procedures and policies.
- Enhance revenue by providing additional discounts and services to existing and new customers.
- Supervise day-to-day operations of the gym and personal training sessions.
- Organize educational training, seminars and meetings for personal training staff for professional growth.
- Resolve issues and complaints pertaining to personal training from customers.
- Implement customer suggestions and recommendations to optimize training program.
- Schedule and conduct gym tours to new customers.
- Maintain all paperwork regarding personal training schedules and procedures.

Fitness Manager/ Master Trainer , 08/2010 to 09/2013 Company Name i¼ City , State

- Served as liaison between the general manager and fitness consultant staff.
- Assisted the fitness coordinator with the daily operations.
- Enforce all fitness-related policies and procedures.
- Execute risk management plan.
- Recruited, hired, trained, scheduled and assisted in the evaluation of personal trainers, fitness consultants and other staff.
- Organized and manage all staff meetings.
- Coordinated continuing education workshops.
- Verified fitness attendant payroll at the end of each pay period.
- Maintained fitness activity areas inventory.
- Making recommendations for fitness center purchasing.
- Assisted general manager with substitution process providing facility coverage when needed.
- Served as liaison between the fitness attendant staff and equipment technician staff.

Personal Trainer , 12/2008 to 09/2010 Company Name i¼ City , State

- Assessed the needs and capabilities of individuals through fitness assessment procedures.

- Advised individuals on the correct method and use of exercise machines and devices including weights.
- Developed individual exercise programs for individuals based on age and fitness levels.
- Provided instruction in a variety of fitness activities including non-gym related activities.
- Motivated clients to work to his/her maximum and safe potential for the entire workout.
- Assured all exercises are done with proper form and technique maximizing results.
- Helped clients develop realistic, attainable goals and continually modifying training objectives.

#### Education

Bachelor of Science : Exercise Science and Human Performance , 1 2008 Exercise Science and Human Performance

A.A : Exercise Science , 1 2006 Mesabi Range Community College ¼ State Exercise Science

AFPA Nutrition Certification Completion Buena Vista University ¼ City , State

#### Skills

apt, consultant, client, clients, general manager, instruction, inventory, meetings, payroll, policies, progress, purchasing, quality, risk management, seminars, technician, workshops