

## Delroy Jefferson

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### Areas of Practice

Commercial Fitness Facilities  
Private Health Clubs  
Fitness & Wellness Programming  
Personal Training

### Technology Proficiency

Microsoft Office Suite, including,  
Excel, Access, Word, PowerPoint,  
and Publisher.

Check Free Health Club  
Management, Aphdion, and other  
health club management software  
modules.

Gulf Payments, Payfuse  
Commerce Exchange, and other  
merchant account applications.

Constant Contact

### Education/Qualifications

MBA, Finance, St. John's  
University, New York

BBA, Finance & Economics,  
Baruch College, New York

International Sports Science  
Association (ISSA) Certified  
Personal Trainer

The American Aerobic  
Association International and  
International Sports Medicine  
Association (AAAI/ISMA).

### Principal Areas of Practice

Health Club Management, Facility Operations, Budgeting and Forecasting, Sales & Marketing, Fitness & Wellness Programming, Human Resource Management, Professional Development and Training for all Health Club Departments including Membership Sales, Personal Training Sales and Implementation, Aquatic Sales, Spa Sales, Customer Service, Management Assistance, and Customer Service and Quality Assurance, Development and Integration of Promotions and Cross Promotions both Internally and Externally, Monitoring of Local Industry, and Marketing and Advertising.

### Professional Experience

#### Private Personal Trainer-New Jersey

December 2013 - present

- Educated clientele on fundamentals of nutrition and exercise.
- Prepared and implemented weight training and cardiovascular programs for clientele
- Developed nutrition and supplementation plans for diverse clientele

#### Senior Personal Trainer - *Work Out World, Edison, New Jersey*

June 2012 - October 2013

- Educated clientele on fundamentals of nutrition and exercise.
- Prepared and implemented weight training and cardiovascular programs for clientele
- Developed nutrition and supplementation plans for diverse clientele.

#### Co-Owner/Manager- *NumbersHealth & Fitness, Perth Amboy, New Jersey*

June 2011 - May 2012

- Prepared budgets and forecasts for facility revenue; for all departments including membership sales, aquatics, spa, personal training, café, and kids' club.
- Created marketing and advertising scheme to increase membership and revenue center profits.
- Acquired and maintained fitness equipment and respective contracts.
- Responsible for all staffing, scheduling, and payroll for over fifty (50) employees.
- Prepared professional development workshops and meetings for all staff.
- Monitored professional growth of staff through regular performance reviews and mentoring.
- Initiated cross promotions with various companies in the community.

#### Co-Owner/Manager - *Lifestyle Enhancement Training Systems, New Jersey*

March 2010 - May 2011

#### Personal Trainer - *Work Out World, North Brunswick, New Jersey*

November 2009 - Nov 2010

- Educated clientele on fundamentals of nutrition and exercise.
- Prepared and implemented weight training and cardiovascular programs for clientele
- Developed nutrition and supplementation plans for diverse clientele.

#### Private Personal Trainer - New Jersey

February 2007 - August 2007

- Educated clientele on fundamentals of nutrition and exercise.
- Prepared and implemented weight training and cardiovascular programs for clientele
- Developed nutrition and supplementation plans for diverse clientele.

#### General Manager - *Sky Club Fitness & Spa, Hoboken, New Jersey*

August 2007 - August 2008

- Prepared budgets and forecasts for facility revenue; for all departments including membership sales, aquatics, spa, personal training, café, and kids' club.
- Created marketing and advertising scheme to increase membership and revenue center profits.
- Acquired and maintained fitness equipment and respective contracts.