

GROUP FITNESS INSTRUCTOR

Summary

Experienced, passionate and highly motivated fitness professional focused on creating dynamic and positive experiences for fitness members. Well organized and reliable with excellent leadership and teamwork skills.

Highlights

Experience

Group Fitness Instructor

July 2007 to Current Company Name - City , State

- Teach fitness classes ensuring safe, effective and fun workouts for all levels.
- Provide challenging options and modifications as needed.
- Observe and model good body mechanics.
- Communicate regularly with members to enhance knowledge of exercises, body alignment and exercise safety.
- Motivate members to be consistent, work toward achieving their goals, be fit and be happy.
- Accomplishment: Recipient of Group Fitness Instructor of the Year Award (2010) Recipient of CanDo Stars Award.

Group Fitness Instructor

November 2005 to May 2007 Company Name - City , State

Fitness Instructor

March 2005 to September 2006 Company Name - City , State

- Led fitness classes for mom's and babies in strollers.
- Used body weight, resistance equipment (ie, resistance tubing) and general surroundings to provide effective, safe and fun workouts for class participants.
- Observed and modeled good body mechanics.
- Acted as role model and motivated participants to be fit and active moms.

Group Fitness Instructor

August 2003 to November 2005 Company Name - City , State

Pharmaceutical Sales Representative

June 1999 to February 2004 Company Name - City , State

- Managed NY territory, marketing and selling a portfolio of arthritis, asthma and osteoporosis products to doctors, surgeons and pharmacists.
- Coordinated and conducted routine business/territory analysis to identify business opportunities and competitive threats.
- Served as District Champion for Singulair, providing strong leadership to the district by communicating frequently on new bulletins, and different initiatives.
- Demonstrated how to use competitive resources to district and NJ Region.
- Planned and executed health education programs for colleagues and physicians.
- Mentored two new representatives in 2001, assisting both in becoming successful in their jobs and hence providing management with valuable assistance in area of people management.
- Built strong customer relationships by provided high value-adding services to physician offices and pharmacists.
- Consistently achieved top product market shares across the NJ region during tenure.
- Accomplishments: Recipient of NJ district Leadership award 2002 Recipient of Going the Extra MILE Award (1Q 2001) and numerous business driver incentives Winner of sales performance incentive trip for two consecutive years.

Product Marketing Specialist

June 1997 to June 1999 Company Name - City , State

- Product management of Canon's Office Products Line.

- Responsibilities included launching new products for major accounts such as Office Depot, Staples and Office Max.
- Acted as Staples' Key Account Representative coordinating all trainings and public events for Staples Stores nationwide.
- Conducted national training programs for internal and outside sales personnel and Canon subsidiaries in 14 states throughout the Northeast.
- Provided consulting services in areas of product training and product placement for all major accounts Assisted management team in the development of new marketing materials used for product training.
- Collected and analyzed sales support data, competitive facts and other marketing info in order to keep abreast of emerging technologies and provide feedback to management.
- Accomplishments: Represented Canon Inc.
- on Staples and Office Depots' Live training broadcasts viewed by sales associates nationwide Represented Canon Inc.
- on QVC, cable television's home shopping network.
- Promoted select product and sold over 2,500 units for Canon.
- Two time recipient of The Marketing Diplomat Award, recognized by management for providing superior customer service and leadership.

Public Relations Representative

August 1993 to June 1995 Company Name - City , State

- Promoted "computer learning" school to educators in a territory comprised of 73 high schools.
- This marketing resulted in increased awareness of The Cittone Institute's programs and opportunities.
- Led motivational presentations for high school classes ranging in size from 10 to 100 students.
- Utilized various marketing practices to recruit new students.
- Increased territory penetration by 50%.
- Developed track record of consistently surpassing sales goals.
- Organized and hosted receptions, social activities and educational events to promote the school.
- Accomplishments: Ranked