**vincent L. Thomas**

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**Education**

University of Oregon, Eugene, OR

**2006-2009…Degree On Hold**

* Activities: NCAA Division 1 Basketball
* **Volunteerism:** Student volunteer with the mentally challenged individuals participating in the Special Olympics 2004, 2005, 2006, 2008. Provide essential support to local participants in the Special Olympics to the regions of Portland and Eugene Oregon. To sustain and assist Special Olympics with meeting its' mission.
* **Volunteerism:** Lake Oswego Basketball Camp - Lake Oswego, OR - May, 2006 - June, 2006. Duties: Coach - Leader, instructing techniques of basketball. Organize youth ages 10 -14. Instructed 50 plus participants.

**Work Experience (concurrent with college studies)**

River Place Athletic Club (OAC), Portland, OR ▪ Eugene Athletic Club (OAC), Eugene, OR

www.oregonathleticclubs.com

**Position:** Fitness Assistant ▪ September, 2009 - May, 2012

**Essential Duties & Responsibilities:**

* Close 87% of all sales calls.
* Sell and Conduct Personal Training with Members [25% of time].
* Interview and counsels exercise program applicants.
* Assist members and encourages their involvement in the fitness programs.
* Ensures accurate administration of personal training, including the preparation of client files, measurement tracking, and workout programs.
* Assists in all revenue generating activities, including but not limited to: complimentary workouts, supplement booths, body fat tables, seminars, workshops, etc.
* Personally sells training sessions. Executes an effective prospecting strategy and assists the membership team with fitness presentations as needed.
* Responsible for achieving monthly, quarterly and yearly revenue objectives set forth by the Company with regards to CPT and Supplements. Reviews daily club sales performance statistics with the club manager and identify issues and clarify behaviors needed to achieve club sales goals.
* Conduct monthly, weekly and daily meetings with club manager to review performance-operations, offer direction, motivation and guidance toward achieving club budgets.
* Reviews all Company sales numbers in comparison to budget and history and provides the necessary information to Club Manager.
* Handle member service matters such as providing tours of the Club, explaining services offered by the Fitness Department and signing a member up for training agreements and appointments.
* Mediate member issues and complaints in a timely and effective manner, elevating issues when appropriate.
* Performs various administrative duties within assigned areas as needed.