

# JESSICA CLAIRE

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## Professional Summary

Articulate Certified Personal Trainer driven to succeed. Strategic planning and client relationship management expert. Looking to advance my career here at Planet Fitness and take my member oriented approach to reach a much larger scale of members.

## Core Qualifications

- Very broad background in Fitness Industry.
- Graduated in the top 10% in my graduating class.
- 15+ years motivating people as a coach getting people to perform at a high level.
- Diverse background with coaching/fitness/sales.
- Expert communicator to help drive success and motivate.
- CPR/First Aid Certified.
- ASFA Certified Fitness Trainer.
- 10+ years of doing public speaking engagements in the sport of softball to prospective coaches.

## Experience

**Fitness Trainer**, 07/2014 to Current

**Life Time** • South Saint Paul, MN,

- Taught and implemented all classes in the PE@PF schedule.
- Made great relationships with members and gave them +1%.
- Designed specific workouts for each member and made myself available to make the members feel special about what they are doing.
- Added to the biggest loser class to make it more effective and enjoyable to our members.
- Taught over 40+ classes per week.

**Assistant Softball Coach/Recruiting Coordinator**, 2013 to Current

**Newman-Crows Landing Unified** • Newman, CA,

- Plan, organize, and conduct practice sessions.
- Plan and direct physical conditioning programs that will enable athletes to achieve maximum performance.
- Identify and recruit potential student athletes by attending games, sending recruitment letters, and meeting and conducting tours with potential recruits on campus.
- Ability to use FrontRush application daily to monitor our recruiting database and maintain relationships with potential student-athletes.
- Coached 2013 NAC Rookie of the Year and on staff that won 2013 Coach of the Year Honors.

**Assistant Softball Coach/Strength and Conditioning Coach**, 08/2012 to 07/2013

**RAMPAGE 18U GOLD SOFTBALL** • City, STATE,

- Aided in finding colleges for all fourteen members of team ranging from Division I to Division III.
- Built strong networking relationships with college coaches at each level and was able to travel across the country during this time to hone my skills.
- Serve as tournament host including scheduling of games, staff, outside vendors.

**Golf Department Manager/Senior Sales**, 2011 to 11/2012

**The Sports Authority** • City, STATE,

- Sold or arranged for delivery, insurance, financing, or service contracts for merchandise.
- Placed special orders or call other stores to find desired items.
- Maintained knowledge of current sales and promotions, policies regarding payment and exchanges, and security practices.
- Recommended, selected, and helped locate or obtain merchandise based on customer needs and desires.
- Increased sales in golf department 30% in year one and 20% in year two.
- Practiced customer service in high volume, busy environment.

**Athletic Department Assistant/Game Day Manager/Fitness Center Coordinator**, 08/2006 to 07/2010

**Sussex County Community College** • City, STATE,

- Scheduled all athletic facility requests for athletic department as well as outside interests.
- Scheduled usage of, and maintained athletic department vehicles for use by athletic department as well as other school departments.
- Processed athletic department purchase orders / managed orders received within athletic department.

- Participated in faculty and college committee activities.
- Represented institution at community and campus events, in meetings with other institution personnel, and during accreditation processes.
- Managed all equipment for all six varsity sports and all of our intramural programs.
- Acted as site manager for soccer, basketball, and softball events on campus.
- Also managed field maintenance of all athletic facilities on campus which included soccer and softball field along with our college gymnasium.
- Scheduled student-workers for to ensure fitness center was up to date. Also made recommendations for new equipment and made sure that the equipment was maintained and up to date.

**Assistant Softball Coach**, 01/2004 to 08/2011

**Sussex County Community College** – City, STATE,

- Member of 2005 NFCA/Speedline National Coaching Staff of the Year.
- Won 2005 and 2006 conference championships.
- Had a winning season in all but one season including a program best 31 wins in 2010.
- Qualified for post season play each season and was region runner-up in 2005.
- Coached seven NFCA/NJCAA All-Americans and nine Academic All-Americans.

## Education

**B.A:** Sport and Recreation Management, May 2014

**New England College** - Henniker, NH

GPA: Graduated Magna Cum Laude.

Sport and Recreation Management Graduated *Magna Cum Laude*.

**A.A:** Liberal Arts, May 2005

**SUSSEX COUNTY COMMUNITY COLLEGE** - NEWTON, NJ

GPA:

Liberal Arts

## Work History

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**Golf** – ,

, to

**Athletic** – ,

## Professional Affiliations

## Skills

Academic, Coach, Coaching, contracts, customer service, database, delivery, financing, insurance, letters, meetings, NAC, networking, personnel, policies, processes, recruiting, recruitment, sales, scheduling