

Professional Summary

Results-driven Health & Fitness professional with over 8 years of experience in building strong relationships with fitness professionals, offering innovative products and services to drive business growth. Proven track record of success in team building, customer service, and coaching, with a strategic approach to partnership development.

Professional Experience

Regional Fitness Solutions Manager (HF09)

Inazuma.co | January 2020 - Present

Fitness Solutions Specialist (HF07)

FitZone Inc. | June 2018 - December 2019

Key Achievements:

- Increased sales by 25% within 6 months through targeted relationship building and product placement strategies.
- Developed and implemented a coaching program for new fitness professionals, resulting in a 90% client retention rate.

Responsibilities:

- Managed a portfolio of 50+ fitness centers across the Carolinas.
- Conducted workshops and training sessions for fitness professionals on product usage and business growth strategies.

Fitness Consultant (HF05)

Wellness World | March 2015 - May 2018

Key Achievements:

- Successfully onboarded 30 new fitness centers within the first year, exceeding the company's expansion goals.
- Designed and delivered a customer service training program, leading to a 95% client satisfaction rate.

Responsibilities:

- Provided consultative services to fitness centers on product selection and business operations.
- Collaborated with the marketing team to develop promotional materials and campaigns.

Personal Trainer & Group Fitness Instructor

Fitness Frenzy | January 2012 - February 2015

Key Achievements:

- Consistently received high client satisfaction ratings, with a 4.9/5 average rating.
- Developed and taught a variety of group fitness classes, including yoga, Pilates, and cardio kickboxing.

Responsibilities:

- Conducted one-on-one personal training sessions and group fitness classes.
- Assisted in the development of new fitness programs and workshops.

Education

Bachelor of Science in Exercise Science

University of North Carolina at Chapel Hill | December 2011

Technical Skills

Business Development:

- Strategic Partnership Development
- Business Growth Strategies
- Sales and Marketing

Communication & Interpersonal:

- Team Building
- Customer Service
- Coaching
- Public Speaking

Software & Tools:

- CRM Software (Salesforce)
- Microsoft Office Suite
- Google Workspace