

# Max Chesterfield

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## SUMMARY OF QUALIFICATIONS

- Exceptional leader with talent selling design, quality, service and value over price.
  - Proven revenue generator in all market conditions.
  - Experience with Microsoft Word, PowerPoint, Excel and Outlook.
- Adept at business to business sales and negotiations with decision makers at many levels.
  - Outstanding relationship building, training, and presentation skills.
  - Knowledge of PC and Mac systems.

## CORE COMPETENCIES

Strategic Planning Forecasting	Client Needs Assessment Profit & Loss Management	Client Relationship Management Negotiation
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## PROFESSIONAL EXPERIENCE

### Robert’s One on One, Malvern, PA

Personal Trainer, Nutritionist, and Head Boxing Coach, March 2011 – Present

- Inspired, created, and executed MAXXED OUT, a group fitness class for advanced athletes.
- Assess the needs and capabilities of individuals through fitness assessment procedures.
- Develop individual exercise programs for individuals based on age and fitness levels.
- Assure all exercises are done with proper form and technique to maximize results.
- Motivate clients to work to his/her maximum and safe potential for the entire workout.
- Assess dietary schedules and implement programs for weight loss and/or muscle gain.

### MVP Sports Lounge, West Goshen, PA

Bartender, July 2014 – July 2016

- Able to quickly and confidently communicate with guests to establish their needs.
- Work swiftly and efficiently while meeting the highest standards of presentation and attention to detail.
- Stocked, cleaned, and performed routine maintenance of electronics, and transaction of payments.
- Strong knowledge of bar products and familiar with product offerings (i.e. the menu, beverages on tap, wine list, etc.)

### West Bradford Elementary, Downingtown, PA & Fugett Middle School, West Chester, PA

Student Teacher, Spring 2016

- Worked collaboratively with other teachers and professionals to create effective lessons that met the learning needs and abilities of all students.
- Developed innovative curriculum to instruct individual students, small groups, and 70+ students.
- Organized time, space, and resources to balance heavy workload and stringent deadlines.

## EDUCATION

### West Chester University of Pennsylvania, West Chester, PA

Bachelor of Science in Health and Physical Education, December 2016

Minors: Coaching and Health Sciences

- GPA: 3.754, Magna Cum Laude

Involvements:

- Phi Epsilon Kappa Honors Fraternity, **President**
- Orientation Leader, 2014-2016