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LAZAR RAJIC

PERSONAL TRAINER AND GYM MANAGER

Henderson, Auckland

021 048 5464

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Diligent Personal Trainer and Gym Manager experienced in managing all aspects of the gym while providing exceptional member support

PROFILE

- Knowledgeable & proactive Personal Trainer and Gym Manager with 3+ years' experience in providing exceptional support to members in reaching their health and fitness goals while continuously meeting the KPI's.
- Engaging trainer who understands the needs of the clients and ensures that they are provided with the support relevant to their fitness level and needs while ensuring health and safety for all clients.
- Customer focused professional experienced in creating fitness as well as nutrition plans for clients to support and motivate them in reaching their goals in a safe and healthy way.
- Excellent communicator with the ability to build rapport with clients to align with their needs and promote the services of the gym to increase the member sign up and retention rates.

CAREER PATH SUMMARY

Jetts 24-hour Fitness	Gym Manager	2019 - present
Jetts 24-hour Fitness	Personal Trainer	2017 - present
Glenfield Pool and Leisure	Fitness Instructor	2017 - 2018
Dick Smith Electronics	Salesperson	2015 - 2016

QUALIFICATIONS

Certification 4 In Fitness Consulting (Level 4) New Zealand Institute of Health and Fitness	2016
Certification 3 In Fitness Consulting (Level 3) New Zealand Institute of Health and Fitness	2016

KEY SKILLS

Writing fitness and nutrition plans	Managing signups	Meet KPI ongoingly
Maintain high retention rate	Manage Health and Safety	Ensure clients satisfactions
Gym Management and Administration	Excellent communicator	Advanced knowledge in fitness

PROFESSIONAL EXPERIENCE

Gym Manager | Jetts 24-hour Fitness

2019 - present

- Manage membership sign ups ensuring the clients are given all the necessary information, all their questions are answered, and they are introduced to the gym space
- Ensure that monthly KPI's are met while the existing clients are looked after based on their needs to keep the client satisfaction high and the member retention strong
- Proactively maintain the gym floor ensuring all equipment is clean, in properly working order and regularly maintained to ensure the health and safety of all members
- Engage with members of the gym about their goals and introduce them to the personal training packages available to assist them in reaching their fitness goals
- Provide members with safe and relevant exercises that they can perform ensuring that they are in line with the members goals while taking into account their fitness to ensure a safe workout every time
- Proactively sell memberships and converting leads into members through excellent communication skills and advanced knowledge of the fitness methodologies tailored to meet the needs of each member
- Managed the training of all new staff while diligently managing the administration for the gym
- Managed all complaints ensuring that the members feel understood and their issues are resolved in a timely manner within the rules and regulations of the gym

Personal Trainer | Jetts 24-hour Fitness

2017 - present

- Demonstrate exercises to clients ensuring proper form when exercises are performed to minimize injury while ensuring exercises are modified according to client fitness level
- Create client focused training plans for each client while managing expectations and motivate clients to reach their goals and overcome barriers that have stopped them in the past
- Provide nutrition and supplement advice ensuring each plan meets the needs of the client while promoting maximum healthy results
- Track client progress and adjust program to meet the increasing fitness of clients while celebrating their progress and supporting the clients to reach their goals
- Manage new signups while providing relief cover for the manager on duty

Fitness Instructor | Glenfield Pool and Leisure

2017 - 2018

- Supported the development and delivery of fitness programs while assisting members to reach their goals
- Conducted initial assessments and created fitness plans for new clients
- Demonstrated exercises for member and ensured their safety during the training sessions
- Managed new member signup

Salesperson | Dick Smith Electronics

2015 - 2016

- Provided excellent customer service with expert product knowledge and advanced communications skills to help the customer find what they are looking for that best fits their needs
- Ensured all customer enquiries are answered and they are supported in resolving and issued they may have
- Maintained stock levels and accurate inventory records while processing returns and exchanges
- Upselling value items such as extended warranties and device insurance while providing the customer with all relevant information during the checkout process

REFEREES

Available on request